

MCA's Uni Label Buys Kapp •• Colgems Blueprints
Expansion; Lloyd Leipzig To Co. ••• RCA Phila-
delphia Orch.

December 9, 1967

A Team Again •
MGM Uplifts

Cash Box

Profits 44% ••• Massler Buys Wonderland •
Stones Form Mother Earth Records, Set Big
Studio Complex ••• More On Devaluation •

Cash Box



The Rokes

GLADYS KNIGHT & THE PIPS: HIT SOUL-ROCK AT SOUL

Int'l Section Begins Pg. 79





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Art-Form Called Rock

Rock 'n roll is archaic. Teen-beat is too limiting. The word that says it best—at this juncture in the evolution of contemporary pop music — is simply "rock." Words develop meaning thru usage, and from the general reportage on contemporary pop music we've seen of late the word "rock" has been used by the pop music intelligencia to categorize the kind of music that once got by as "rock 'n roll" and "teen-beat."

What is the accepted frame-of-reference for a particular musical form is of little consequence. The important thing is music's acceptance in terms of conveying an esthetic message with taste and imagination. And it is here where the "rock" sound is beginning to fill-the-bill. We must take recourse in a phrase that may sound as far-in as rock often seeks to be far-out. This is "art form." Before the creative elements in the business take to the offense, we should remind them that one no longer cringes when jazz is referred to as an art-form. In our mind, it flatters the rock sound no end to have evolved to the stage where it is taken seriously, and this by musicologists who were at one time more concerned about the phenomena of rock than its creative force.

Yes, musically, lyrically and often socially, rock, for better or worse, is being assessed with verbiage that would do justice to the critical dissection of a

classical work. There are, naturally, commentators on the current pop music scene who may dig too deeply into the meaning of some rock approaches, giving the area an intellectual boost it may not deserve. But, much rock material and musicianship are unquestionably being devised on a high-minded plane, and perhaps only the ear trained in the technical qualities of music can indicate their worth.

It is true that the rock sound may be taken too seriously, so that creatively it can lose touch with its admirers. (There is debate as to whether new directions in modern jazz have failed to reach wide audiences who may not be fully equipped to enjoy their techniques).

The remarkable thing about today's rock ideas is that from the innocence and, as many saw it, the anti-music nature of the early days we can infer that contemporary pop music may be getting too intellectual. But, as fertile minds seek new expressions, this is a danger that only further indicates the emergence of rock into a legitimate art form.

Our hope is that rock will not be too far-out so that as an art-form it caters to a small coterie of fans. Like many a classical and jazz work, the rock sound should make its appeal to the emotions to as wide a range of music lovers as possible.

"Grownups only listen if you're saying what they want to hear."

"And then I began to write my own songs. Why? Mainly because if your head itches you scratch it, and I've found a fingernail."

"I could be anything. I could wind up a street cleaner. Who knows?"

"I can understand why so many kids quit school. Most of the teachers say 'What can we do?' and bug out."

"I just want to be the best possible Janis Ian. Whoever that is."

"I want the adults to enter the world, to stay in the world. After all, they made it. We have to live in it."

"I want to make it. Really make it."

"I've already outgrown the songs on my first album."

Society's Child grows up:

...FOR ALL THE SEASONS OF YOUR MIND
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Her second sensational album on

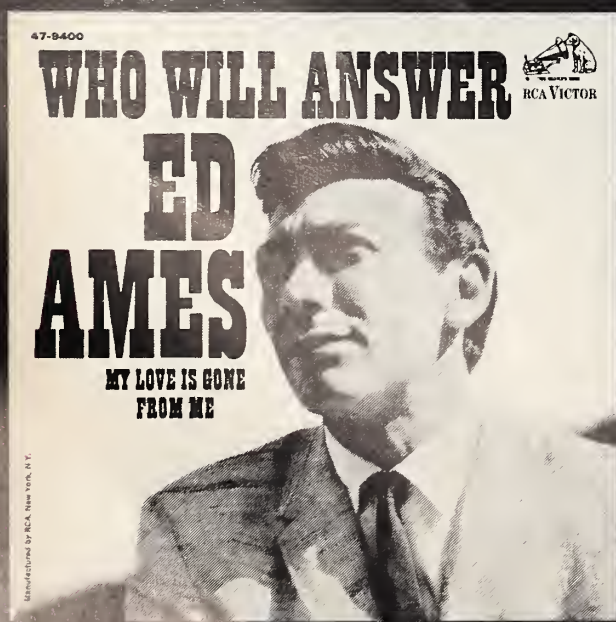
Verve
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The Sound of The Now Generation

Verve/Forecast Records is a division of Metro-Goldwyn-Mayer Inc.

Ed Ames asks
the ultimate question:
"WHO WILL ANSWER?"

#9400



RCA VICTOR

The most trusted name in sound



From the canyons of the mind we
Wander on and stumble blindly
Thru the often-tangled maze of
Starless nights and sunless days
Asking for some kind of clue —
A road to lead us to the truth, but
WHO WILL ANSWER?

Side by side two people stand,
Together vowing hand in hand
That love's imbedded in their hearts,
But soon an empty feeling starts to
Overwhelm their hollow lives, and
When they seek the "hows" and "whys,"
WHO WILL ANSWER?

On a strange and distant hill, a
Young man's lying very still. His
Arms will never hold his child
Because a bullet running wild has
Struck him down. And now we cry:
"Dear God, oh why, oh why?" But
WHO WILL ANSWER?

High upon a lonely ledge, a
Figure teeters near the edge, while
Jeering crowds collect below to
Egg him on with "Go man, go!" But
Who will ask what led him to
His private day of doom? And
WHO WILL ANSWER?

In the rooms with darkened shades,
The scent of sandalwood pervades the
Colored thoughts in muddled heads,
Reclining on the rumped beds of
Unmade dreams that can't come true.
And when we ask what we should do,
WHO WILL ANSWER?

Neath the spreading mushroom tree,
The world revolves in apathy as
Overhead a row of specks roars on,
Drowned out by discotheques. And
If a secret button's pressed because
One man has been outguessed,
WHO WILL ANSWER?

Is our hope in walnut shells worn
Round the neck with temple bells?
Or deep within some cloistered walls
Where hooded figures pray in halls?
Or in old books on dusty shelves?
Or in our stars? Or in ourselves?
WHO WILL ANSWER?

If the soul is darkened by
A fear it cannot name — if the
Mind is baffled when the
Rules don't fit the game —
WHO WILL ANSWER?
WHO WILL ANSWER?
WHO WILL ANSWER?

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Colgems Blueprints Expansion; Lloyd Leipzig To Label As Veep

NEW YORK—Colgems Records, the label arm of Screen-Gems Columbia, is about to enlarge its scope on six fronts, with the appointment of Lloyd Leipzig as vp of SG-Col's recording division playing a key role in the expansion.

Leipzig, who has spent the past four years as director of creative services for United Artists Records, will devote a major portion of his time in maintaining liaison and working closely with all domestic and international divisions of RCA Victor Records, which distributes the Colgems line, and Colgems' parent firm, Columbia Pictures. He'll headquarter in New



Davis, Sill & Leipzig

WB-7 Arts Buys 13 1/3 % More Of Sinatra's Share In Warner Bros. Records

NEW YORK—Warner Bros. - Seven Arts Records has purchased an additional 13 1/3 percent interest in Warner Bros. Records from Frank Sinatra. WB-Seven Arts now owns 80% of the label, with Sinatra retaining 20%. Sinatra is also a recording artist on the WB affiliate, Reprise Records which Sinatra originally founded and later sold to WB.

FRONT COVER:



Motown's Soul label family of successful acts (e.g. Junior Walker & the All-Stars) has been greatly strengthened with the hit-making of Gladys Knight & the Pips. "I Heard It Thru the Grapevine" is currently a Top 10 dishing by the group. Team is now making a promotional tour of England.

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York, supervising the east coast operation in association with Emil LaViola, vp and general manager of SG-Col's music publishing division. He reports directly to Lester Sill, vp and general manager of the label, who is based in Hollywood. Two previously announced appointments also reflect Colgems' plans for growth. They are Danny Davis as director of national exploitation and Irwin Robinson as vp of business affairs.

Six Point Growth Program

As the recording vehicle for the Monkees, Colgems, formed in the summer of 1966, quickly established itself as a leading sales factor in the business. However, Leipzig points out, plans are to broaden Colgems' activities to the point of supplying a complete gamut of disk sounds, including classical, R&B, international product and a budget label. He added that top creative execs at Columbia Pictures and Screen Gems TV are "increasingly

(Continued on page 64)

MGM Profits Up 44% In 1967

NEW YORK—MGM Records will end 1967 on the highest profit note in its 20 year history, a gain of 44% over last year.

The company noted that the improved profit picture comes "at a time when the trend within the industry seems to be moving in the opposite direction—higher sales but lower profits." This MGM profits picture follows the release of the Metro-Goldwyn-Mayer, Inc. annual report which declared the fiscal year 1967 as a record sales year as well for the disk wing. This is the second year in a row that MGM has established all-time highs in its upward trend in both sales and profits.

In accounting for the dramatic rise in profits as well as gross sales, MGM

Purchase Of Kapp By MCA's Uni Stresses Catalog Role In Label 'Experimentation'

NEW YORK—Kapp Records is the latest indie disk operation acquired as an affiliate of a larger corporation. Label, formed by Dave Kapp in 1953, has been purchased in an undisclosed cash deal by Uni Records, the label subsidiary of MCA.

Following the pattern of recent deals for indie outfits (e.g. Atlantic to WB-7 Arts), Kapp will retain its identity as an "independent affiliate" of Uni. Dave Kapp and Kapp's present management team stay on, with Kapp continuing in an advisory capacity and as a producer. Uni-Kapp Records will serve as the corporate name of the two companies.

Russ Regan will continue to head-up Uni, which recently hit the number 1 spot on the Top 100 with "Incense & Peppermint" by the Strawberry Alarm Clock. Kapp retains its present offices in New York. Berle Adams, vp of MCA who helmed a press conference anent the acquisition in New York last Monday (27) said that a Uni rep would locate at Kapp offices and a rep

from Kapp will set-up offices at Uni's headquarters in Hollywood.

Adams stressed that the Kapp deal in no way effects MCA's other label operation, Decca Records, which will continue to function through its regular channels of company-owned branch. Both Uni and Kapp are serviced through indie distrib. No merger of distrib outlets by Uni and Kapp is contemplated.

Catalog A Factor

Adams, a founder with Irving Green and former president of Mercury Records, said that a key to the Kapp deal was its strong catalog (e.g. Roger Williams, Jack Jones, "Man of La Mancha" caster). A staple catalog, he explained, was needed as a foundation to support "experimentation" in the disk field. In this regard, he cited steady sales at Kapp, with continued growth.

Youth Market Aims

In support of efforts to exploit the (Continued on page 8)

THE KAPP TRADITION:

Although not directly involved in the operation of Decca Records, Dave Kapp is at least now associated with the label's parent company, MCA, and thus works under the same corporate umbrella. At Decca, the Kapp name is well-remembered. Dave's late brother, Jack Kapp was a founder of Decca 33 years ago and served as president. Dave was a vp of Decca until he left the company in 1951. Jack died in 1949. Among their many contributions to the record industry during their Decca years was the concept of the original cast album, including songs, artists, chorus and orchestra heard on Broadway. That pioneering album was "Oklahoma!" recorded and released in 1943.

RCA & Ormandy-Phila. A Team Again

NEW YORK—Eugene Ormandy & the Philadelphia Orchestra, a classical attraction with three RIAA-certified gold records to its credit, switches label affiliation starting next May 21, from Columbia to RCA Victor Records, home for the orchestra from 1917-43. Norman Racusin, vp and general manager of RCA, announced the move.

A five-year contract was signed last week at Philadelphia's Academy of Music. Roger Hall, manager of RCA's Red Seal A&R and, prior to his association with the label, the manager of the Philadelphia, negotiated the deal for RCA.

3 Gold LP Attraction

For the past 24 years, the Philadelphia, under Ormandy's direction since 1936, has recorded for Columbia Records. The pinnacle of success for orchestra's Columbia years was reached in 1963, when the orchestra received three gold records from the Record Industry Association of America (RIAA) for sales of \$1 million at factory prices for each album. They were Handel's "Messiah," "The Glorious Sound of Christmas" and "The Lord's Prayer," with the Mormon

Carter Leaves Liberty

HOLLYWOOD—A&R producer Cal Carter has announced his resignation, effective immediately, from Liberty Records and will be entering into indie production. He joined the label in April of '66, producing sessions for all Liberty divisions. Some of the artists cut by Carter were Canned Heat, Julie London, Jackie DeShannon and P. J. Proby.

Prior to his post with Liberty, he was VeeJay's A&R director and vp. Career includes songwriting, arranging and performing as a nightclub singer.

Records president Mort Nasatir, who took over the label's helm in 1965, said: "New talent, diversification and expansion have made MGM an industry leader and our plans are to stay out in front with new artists, new concepts and new promotional and marketing ideas."

Area-By-Area Gains

In addition to the signing of the new hit artists of 1967 such as Janis Ian, The Mothers of Invention, The Cowsills, Every Mothers Son, etc., MGM Rd reported success in recording new sales and profits in the international market, the pre-recorded tape industry, company-owned branch operations and the distribution of (Continued on page 64)

Tabernacle Choir. Reports in the press indicated that Columbia would be releasing previously unavailable recordings by the Philadelphia for the next three or four years.

The last time the Columbia and RCA labels figured in a major switch of classical artists occurred in 1962, when pianist Vladimir Horowitz moved over to Columbia from RCA.

The transfer of the Philadelphia to RCA leaves Columbia with two major symphonic groups, the New York Philharmonic and the Cleveland Symphony. RCA presently records the Boston Symphony and the Chicago Symphony.

Maestro Ormandy, who had been in Europe for guest conducting appearances, flew to Philadelphia over the week end to announce the Association's decision to the members of the orchestra and to attend the press conference.

The Early Years

In 1917, under Leopold Stokowski, the Philadelphia Orchestra journeyed to Camden, N.J., to make its first recording for the Red Seal label of the Victor Talking Machine Co. From that point onward until 1943, it

(Continued on page 60)

Stones Form Mother Earth Label, Studio; Beatles Tie?

NEW YORK—The Rolling Stones are forming a new label out of England. Along with the label—to be called Mother Earth—the group will sponsor the erection of a multi-purpose studio in London. The studio will house facilities for recording and motion-picture & TV production.

Another aspect of the label-studio is the possibility of a co-ownership deal with the Beatles. A spokesman for the latter group would not confirm or deny the association. However, Allen Klein, and the Stones' business manager and attorney Marty Mached were in London negotiating the Beatles tie-in.

Meanwhile, the Stones plan to go ahead and establish the label-studio operation.

In lining up international distribution for Mother Earth, the Stones may give U.S. distribution to Cameo/Parkway Records, of which Klein is the major shareholder. MGM is now marketing C/P. English and German distribution may go to British Decca.

(Continued on page 60)

More On British Devaluation & Music Settle Raphael Suit See Int'l News Report

Garrett Exits Dot A&R

HOLLYWOOD—Snuff Garrett has resigned his A&R post at Dot Records, *Cash Box* has learned. Garrett, who will continue to operate Viva Records through Dot, joined the label's A&R department soon after establishing the Viva-Dot ties. As head of Garrett Productions, Garrett records such acts as the Doodletown Pipers, the Kingsmen, the Lennon Sisters, who have joined Mercury Records, the Midnight Strings and Brian Hyland, a Dot artist currently represented with "Santa is Dead."

Danny Davis Joins RCA's Nashville A & R

NEW YORK—Danny Davis will move to Nashville, effective Jan. 1, as Nashville exec producer at RCA Victor Records, according to Chet Atkins, the label's manager of pop A&R in Music City.

The Davis appointment signals an expansion of RCA's Nashville functions, with several other exec reassignments announced. Bob Ferguson and Felton Jarvis have been promoted to senior producers, reporting to Davis. Davis himself reports to Atkins, who first met Davis when the newly-promoted exec started to record in Nashville in 1952.

In addition, Mary Lynch, Atkin's secretary and A&R coordinator, has been promoted to scheduling administrator for the label's Nashville operation. She will continue to report to Atkins and will coordinate scheduling operations with Joan Dreary, manager



Danny Davis

ABC Sets 3 Distrib Meetings For January

NEW YORK — ABC Records will hold three regional distributor meetings during the first week in January. At these meetings, ABC will present new album releases from its owned and distributed labels.

The Century Plaza Hotel in Los Angeles is the site of the first meeting, which will be held on Tuesday January 2, and attended by Western distributors of the ABC labels. Attending from ABC Records' home office here in NY will be Larry Newton, Howard Stark, Loren Becker and Bud Katz. They will be joined by west coast executives Jay Lasker and Irwin Garr.

On Thursday January 4 ABC will hold a midwestern distributor meeting in Chicago at the Continental Hotel. The four home office executives will attend this meeting. On Saturday, January 6, an eastern distributor meeting will be held in the Plaza Hotel here in NY.

At all meetings, breakfast will be followed by a specially-produced audio-visual light show of new album product scheduled for January and February release on ABC's owned and affiliated labels. Individual distributor meetings will be held in the afternoon.

Ex-Supreme To ABC

NEW YORK—Florence Ballard, who sang with the Supremes, has signed an exclusive recording contract with ABC Records. Negotiations were finalized between Larry Newton, president of the diskery and Lou Zito Management Corp.

The artist's long-term contract provides that George Kerr will produce her records for ABC. Kerr has produced hit records for artists such as Linda Jones and The O'Jays, both of whom reached the top of the pop charts.

This will be the first solo recording venture by Ballard, who recently left the Supremes. ABC has scheduled an immediate recording session with plans to rush the first single release by the vocalist.

of operations services for RCA.

Davis, who joined RCA as an A&R producer in New York in Oct., 1965, has been to Nashville as a producer-singer-trumpeter since 1952. He says he has always "preferred recording in Nashville." Among the artists he cut there was Connie Francis when he was associated with MGM Records as A&R director of pop albums and singles. At RCA, he has cut such performers as Lana Cantrell and Nina Simone, both of whom he'll continue to record unit further notice.

At MGM, Davis produced recordings of such artists as Connie Francis and David Rose and brought to America, Herman's Hermits. He also acted as recording supervisor for a number of Broadway original cast albums, among which was the 1965 Grammy winner, "She Loves Me." Previous to joining MGM, he had been an A&R producer at Joy Records and an independent producer at the Epic, Columbia, and Liberty labels. Davis also was formerly a trumpet player in several name bands and many years ago as a singer had the revival hit record of "The Object of My Affection."

Massler Buys Wonderland Kiddie Line

NEW YORK—The Wonderland line of kiddie disks, one of the strongest catalogs in the field, has been purchased by Al Massler from Orpheum Productions.

Massler said he would use the tapes to create a new label, Golden Wonderland, which would be handled by the same distributors who market Massler's famed Golden Records catalog. This will involve new packaging and newly devised promotional support.

Created by the late Bill Grauer, Wonderland consists of 87 twelve-inch albums, with the re-release of 10 sets scheduled for Jan. They will carry a suggested list price of \$1.89. The cream of the remaining catalog—totalling 40 albums—will be out by the end of 1968, Massler said. Flora Bentley, a leading kiddie disk producer, produced a number of the sets.

Golden Wonderland will be distributed in Canada by London of Canada Ltd. under the supervision of Frazer Jameson. There are no immediate plans for world-wide distribution.

The first release of 10 albums will consist of: "Red Riding Hood & Goldilocks & the Water Babies," Jean Met-

Atlantic's Record Week Led By Rascals & Aretha

NEW YORK—Atlantic Records experienced its biggest singles sales weeks since last spring paced by heavy orders for new releases from Aretha Franklin and the Young Rascals.

Keying the singles explosion was a set of orders and re-orders for Aretha's "Chain of Fools" which topped the half-million mark. The record leaped into the best-seller picture at #42 less than two weeks after release. Paul Glass, Atlantic's Chicago distrib, topped the bill with a call for 91,000 copies.

Close behind were the Young Rascals whose "It's Wonderful" debuted on the charts at #55. According to the label's information chief, Bob Rolontz, this single is outpacing the last single from the team.

Other singles maintaining high sales showings were "Massachusetts" by the Bee Gees (#21), Joe Tex's "Skinny Legs And All" (17) and his Christmas single "I'll Make Everyday Christmas (For My Woman)," "Soul Man" from Sam & Dave, Wilson Pickett's "I'm In Love," "Next Plane to London" with the Rose Garden, "Storybook Children" by Billy Vera and Judy Clay, Eddie Floyd's "On a Saturday Night," "Cover Me" by Percy Sledge and "Detroit City" by Solomon Burke.

Bolstering prospects for a continuing hot pace, the label's releases for this week included a new Sonny & Cher outing, and singles from the Sweet Inspirations, Clarence Carter, Benny Latimore, the Charmels, What-Knots, Carla Thomas and Booker T. & the MGs.

Pre-Thanksgiving Play Proves Sales Feast For 'Snoopy's Xmas'

NEW YORK—Christmas singles hits are rare; hits established before Thanksgiving Day, deemed the kickoff date for Christmas programming, are rarer.

The exception-to-the-rule has come along in the form of the Royal Guardsmen's "Snoopy's Christmas," a Laurie release that the label claims hit the 400,000 sales mark by Thanksgiving Day. The disk is on the number 56 spot (with a bullet) in its first appearance on the Top 100 this week.

This, of course, meant that the record, once more pitting Snoopy against the Red Baron, was getting broadcast exposure before the informal Thanksgiving deadline.

In setting up promo activities for

the disk, first conceived last June, Laurie approached programmers with the concept that the record was "more than a Christmas record, but the continuing story of Snoopy and the constant battle of good and evil that has been represented so well in all the Snoopy records," relates Doug Morris, newly-appointed vp and general manager of the label. Deejay shipments of the record started in late Oct., so play could be projected for early Nov. Date was a team effort of Laurie, Hugo & Luigi's music firm and Phil Gernhard, producer of Guardsmen sessions.

Morris now visualizes a sale of 2½ million copies by the end of the Holiday season.

Golden Stones LP Sets London Speed Mark

NEW YORK—For the first time in its 21-year history, London Records has claimed LP sales in excess of \$1 million on a new recording before a single copy of the disk has been shipped. Eight of the previous 10 Stones' al-

bums have been awarded RIAA-certified gold disks.

Titled "Their Satanic Majesties Request," the new Rolling Stones album, with its multi-dimensional color cover creating an effect of movement, and its concert of "new-level" music for the Stones, brought London this all-time first last week, according to Herb Goldfarb, national sales and distribution manager for the company.

Advance orders, he told an assemblage of more than 100 press, radio, and TV news personalities at a presentation luncheon Monday (27), totaled more than \$1,000,000 in value, and certification has already been requested from Record Industry Association officials.

What's more, Goldfarb flatly predicted, "This album will be the nation's number one best-seller in exactly three weeks. There is no question about that."

MCA Buys Kapp

(Continued from page 7)

youth market, Adams said that the young stars of today would probably create and star in the films of tomorrow. Through Universal Pictures, MCA would be vitally interested in grooming the creative forces on the future film scene. He cited Kapp's own disk personality, Brian Foley, as a performer who could well move into film work.

The Kapp deal also involves Kapp's own label affiliates, Four Corners of the World, Congress Records, Medalion, Trend and Audio Corp. In the country area, Paul Cohen, the company's chief of C&W acts, continues in this capacity. The Kapp catalog also contains a number of classical recordings, including its "Opera Without

Words" series, a trumpet and orchestra line by Roger Voisin and nearly 100 rare recordings, along which is a five record set of Debussy piano works. Two music publishing companies, Cavalcade (ASCAP) and Ashland (BMI), are also part of the deal.

Adams indicated that MCA would eye further record industry acquisitions, both for labels and key producers.

Regarding the recent addition of Bill Gallagher former Columbia sales—A&R exec, to the MCA staff, Adams said that he would not be directly involved in label activities, although Gallagher is expected to make recommendations on merchandising at all levels of MCA's operation.



Berle Adams (center) MCA Inc. vice-president announces acquisition of Kapp Records and its subsidiaries by MCA's newly-formed UNI Records. David Kapp, president of Kapp Records, is on the left of Adams, while on his right are Philip Gerard, Eastern advertising and publicity director of Universal Pictures and Morton Miller, Kapp's attorney.

Word's Out On The KENNY BURRELL Album HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS.

"Everyone celebrates Christmas in his own way. After listening to the series of performances by Kenny Burrell on *Have Yourself a Soulful Little Christmas*, I'm convinced he's having more fun celebrating than anyone. Kenny has captured the holiday spirit in his own inimitable style."

Richard Carr, Program Director
WNEW — New York City

"Christmas programming is one of the most challenging considerations I'm faced with. It's refreshing and actually exciting to be able to play an album like Kenny Burrell's *Have Yourself a Soulful Little Christmas*. I feel it gives us a real lift. I think the whole modern approach gives us a chance to play genuine Christmas music without compromising our contemporary sound."

Allan Hotlen, Program Manager
WIP — Philadelphia

"From the day I received Kenny Burrell's *Have Yourself A Soulful Little Christmas*, I've had to play at least one track from it every day. It's just that tasty an album."

Charlie Boone
WCCO — Minneapolis

"'Merry Christmas' is a well-known saying, but it becomes a reality when you listen to Burrell's treatment of Christmas tunes."

Bill Mayhugh
WMAL — Washington, D.C.

"I've played the Kenny Burrell Christmas album in every market I've worked in. I'm playing it this year in St. Louis."

Bill Calder, Program Director
KWK — St. Louis

"When I heard Kenny Burrell's Christmas album last year, I felt it was something special. And why not — here was a master guitarist, showcased by Richard Evans' brilliant arrangements. When I was still getting requests for the album in late January, I knew the album was, indeed, something very, very special."

Yvonne Daniels
WSDM — Chicago

"Burrell's *Have Yourself A Soulful Little Christmas* is a marvelous album. It has a little to satisfy all musical tastes. It'll appeal to everyone from the jazz fan to Grandmother."

Mike James
WFBZ — Baltimore

"Last year I predicted that Kenny Burrell's album would be one of the biggest Christmas albums of the year and it was. This year I'm predicting the same thing and it will be."

Les Carter
KBCA — Los Angeles

"Just like kids waiting for Santa Claus, we've been looking forward all year to the Christmas season so we can start playing the Kenny Burrell Christmas album."

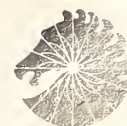
Betty Gassen, Music Director
WDSU — New Orleans

"Kenny Burrell's Christmas album makes you believe in Santa Claus all over again. It's great!"

Loonis McGlohon, Music Director
WBT — Charlotte, N. C.



CADET LP/LPS 779



Christmas
There's A World of Excitement on CADET



RAMSEY LEWIS

SOUL MAN

CADET 5583

THE DELLS

O-O, I LOVE YOU

CADET 5574

ETTA JAMES

TELL MAMA

CADET 5578

LITTLE MILTON

MORE AND MORE

CHECKER 1189

BILLY STEWART

CROSS MY HEART

CHESS 2002

CHESS

RECORDS



CashBox Radio Active

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

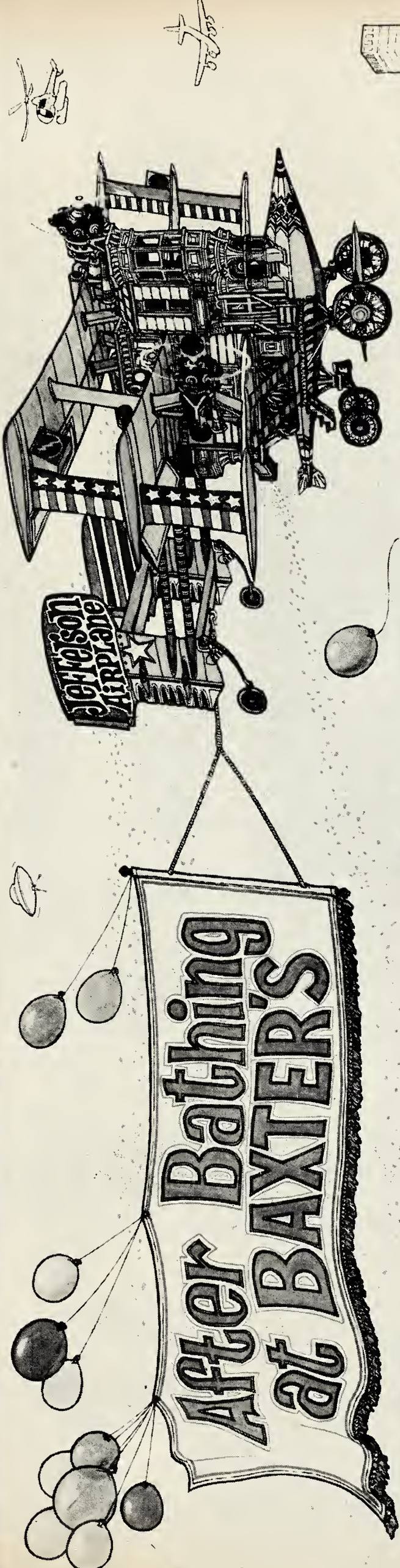
(TALLY COMPLETED NOVEMBER 29, 1967—COVERS PRECEDING WEEK)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
60%	Chain Of Fools—	Aretha Franklin—	Atlantic	60%
51%	Snoopy's Christmas—	Royal Guardsmen—	Laurie	70%
47%	Hello Goodbye—	Beatles—	Capitol	97%
45%	If I Could Build My World Around You—	Marvin Gaye & Tammi Terrell—	Tamla	77%
42%	Love Me Two Times—	Doors—	Elektra	79%
40%	It's Wonderful—	Young Rascals—	Atlantic	40%
39%	The Other Man's Grass Is Always Greener—	Petula Clark—	W.B.	67%
37%	Dancing Bear—	Mamas & Papas—	Dunhill	37%
36%	Judy In Disguise—	John Fred—	Paula	82%
33%	Susan—	Buckinghams—	Columbia	33%
32%	Watch Her Ride—	Jefferson Airplane—	RCA	32%
30%	I Can't Stand Myself—	James Brown—	King	30%
29%	Best Of Both Worlds—	Lulu—	Epic	29%
28%	I'm A Walrus—	Beatles—	Capitol	66%
26%	Wear Your Love Like Heaven—	Donovan—	Epic	88%
25%	Since You Showed Me How To Be Happy—	Jackie Wilson—	Brunswick	93%
23%	Dancing Out Of My Heart—	Ronnie Dove—	Diamond	23%
21%	Skip A Rope—	Henson Cargile—	Monument	21%
19%	Bend Me, Shape Me—	American Breed—	Acta	78%
18%	Everybody Knows—	Dave Clark Five—	Epic	18%
16%	In Another Land—	Bill Wyman—	London	16%
15%	A Voice In The Choir—	Al Martino—	Capitol	15%
13%	Green Tambourine—	Lemon Pipers—	Buddah	51%
12%	And Get Away—	Esquires—	Bunky	74%
11%	I'll Be Sweeter Tomorrow—	O'Jays—	Bell	73%
10%	Back Up Train—	Al Greene—	Hot Line	48%
10%	Who Will Answer—	Ed Ames—	RCA	10%

LESS THAN 10%—BUT MORE THAN 5%

Total % To Date

Come See About Me— Jr. Walker & All Stars—	Soul	65%	I Wonder What She's Doing Tonight—Tommy Boyce & Bobby Hart—	A&M	9%	Love Power—	Sandpebbles—	Calla	43%		
Something Missing— 5 Stairsteps—	Buddah	17%	Baby You Get It—	Brenton Wood—	Double Shot	48%	Can't Help But Love You—	Standells—	Tower	52%	
A Little Rain Must Fall— Epic Splendor—	Hot Biscuit	9%	Windy—	Wes Montgomery—	A & M	17%	Has She Got The Nicest Eyes—	Gary Lewis—	Liberty	7%	
Storybook Children—	Billy Vera & Judy Clay—	Atlantic	52%	Tell Mama—	Etta James—	Cadet	45%	Foxy Lady—	Jimi Hendrix—	Reprise	7%
								This Thing Called Love—	Webbs—	Popside	7%



THE NEW CABRIOLET IS HERE

LOP/LSO-1511



RCA VICTOR

The most trusted name in sound



FOWL PLAY

B/W SOUNDS OF SILENCE A&M 892

...IS A SINGLE BY THE

BAJA MARIMBA BAND

♻ WHO HAVE NEVER PLAYED FAIRER THAN ON THIS RECORD ♻

But... their moustaches are in dispute... as a result of "Grow Baja Grow."

(For the men who produce, promote, market and distribute their albums—though they are unable to match the music—have a substantial lead in hirsute harassment.)

HAVE YOU GROWN YOUR BAJA YET?



FROM THE ALBUM "FOWL PLAY" A & M SP-4136
ALSO AVAILABLE ON 4 AND 8 TRACK STEREO CARTRIDGE TAPES

PSSST...



I WONDER WHAT SHE'S DOING TONIGHT?



B/W THE AMBUSHERS - A&M 893



TOMMY

BOBBY

BOYCE & HART

JIMMIE RODGERS



"WHAT A STRANGE TOWN"

(THE PEOPLE HAD NO FACES)

b/w "If I Were The Man" A&M 898*

*FROM THE ALBUM "CHILD OF CLAY" SP 4130

COMING SOON: Big Year End Issue Of Cash Box
"The World Of Recording Artists" ... A Complete
Report On The
Top Artists ...
Top Records ...
Top Songs ... Top Publishers and Top
Producers Of 1967 ... Make Sure Your
Message Is In This Important Edition ...

DEADLINE: DEC. 11

ISSUE DATED: DEC. 23

Cash Box



Contact Your Nearest  Representative

Do what you gotta do

Sung by
AL WILSON

Produced by Johnny Rivers
On Soul City Records

SCR 761



"Distributed by
World Pacific
Records... a product
of Liberty"



© 1967 by
Staphus

BECKY LAMB



Every year a particular record performance seems to synthesize the Christmas sentiment of that particular season.

This year an unusual offering by an unusually gifted child bears that kind of mood and feel, that stamp of Singles greatness. More poignant than any in recent memory, the big-big Christmas Single of '67-'68 appears to be:

“LITTLE BECKY'S CHRISTMAS WISH”

#7154-PRODUCED BY DICK GLASSER



WARNER BROS.-SEVEN ARTS RECORDS, INC.

NEW SINGLE FROM THE KINKS



“AUTUMN ALMANAC”

A FOREGONE CHART*
CONCLUSION FROM
THE WORLD'S FOREMOST
SOCIAL COMMENTATORS

*NOW #2 IN ENGLAND

reprise
RECORDS  #0647

SPOOKY

#66259

classics IV

#1 in sales

#1 in requests

wherever it's being played



imperial records...home of the giants

NEW PETULA SINGLE!

“THE OTHER
MAN’S GRASS
IS ALWAYS
GREENER”

#7097



WARNER BROS. - SEVEN ARTS RECORDS, INC.





MEASURE THE HITS! FROM

THE METRIC MUSIC GROUP

ASA MUSIC

AN OPEN LETTER TO MY TEENAGE SON

Victor Lundberg — Liberty

IT MUST BE HIM

Vikki Carr — Liberty

HUSHED WHISPERS

Jack Jones — RCA

TRAVIS MUSIC

STAGGER LEE

Wilson Pickett — Atlantic

James Brown — King

LET THE GOOD TIMES ROLL

Count Basie — Brunswick

Bunny Sigler — Cameo

MY GIRL JOSEPHINE

Jerry Jaye — Hi

METRIC MUSIC

NEVER HAD ENOUGH OF NOTHIN' YET

Ray Charles — ABC

SNOW

Harpers Bizarre — Warners

Claudine Longet — A&M

THE BEAUTY OF A GIRL IN LOVE

Jimmy Holiday — Minit

CINCINNATI STRANGER

Buddy Cagle — Imperial

THE COPLA SONG

Frank D'Rone — Cadet

BAD LUCK'S ON ME

H. B. Barnum — Capitol

BLUE HORIZON

ALLIGATOR BOGALOO

Lou Donaldson — Blue Note

THE METRIC MUSIC GROUP

Mike Gould — General Manager

Randy Irwin — East Coast Mgr.
1776 Broadway
New York, New York
(212) 765-2070

Mac Davis — West Coast Mgr.
1556 N. LaBrea Ave.
Hollywood, California
(213) 462-6773



CashBox Looking Ahead

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

- | | |
|---|--|
| 1 TONY ROME
(Sergeant ASCAP)
Nancy Sinatra (Reprise 0636) | 26 FREEDOM BIRD
(Screen Gems Columbia-BMI)
Lewis & Clarke Expedition (Colgems 1011) |
| 2 ON A SATURDAY NIGHT
(East-BMI)
Eddie Floyd (Stax 233) | 27 MONTEREY
(Slamina-Sea-Lark-BMI)
Animals (MGM 13868) |
| 3 OO BABY
(Ollie McLaughlin BMI)
Dean Jackson (Carla 2537) | 28 FACE THE AUTUMN
(Trendsetters-ASCAP)
Family (USA 886) |
| 4 I CALL IT LOVE
(Sanavan-BMI)
Manhattans (Carnival 533) | 29 GET DOWN
(L. LaCour, East-BMI)
Harvey Scales (Magic Touch 2007) |
| 5 MORE THAN A MIRACLE
(Leo Feist-ASCAP)
Roger Williams (Kapp 843) | 30 DO ON TO OTHERS
(Boome-BMI)
Paul Revere & Raiders (Columbia 1386B) |
| 6 HEY JOYCE
(Emalla-BMI)
Lou Courtney (Riverside 4594) | 31 PSYCHEDELIC SOUL
(Claman-BMI)
Chylds (Reprise 7095) |
| 7 CAN'T HELP BUT LOVE YOU
(Equinox-BMI)
Standells (Tower 348) | 32 I WONDER WHAT SHE'S
DOING TONIGHT
(Screen Gems-Columbia-BMI)
Boyce & Hart (A&M 893) |
| 8 WHERE IS THE PARTY
(Frabob Palo Al To De Corla-BMI)
Helena Ferguson (Compass 7009) | 33 SKIP A ROPE
(Tree-BMI)
Henson Cargile (Monument 1041) |
| 9 WANTED LOVER NO
EXPERIENCE NECESSARY
(Chevis-BMI)
UP TIGHT GOOD MAN
(Fame-BMI)
Laura Lee (Chess 2030) | 34 MELLOW MOONLIGHT
(Evejim-BMI)
Leon Haywood (Decca 32230) |
| 10 COUNT THE DAYS
(Catalogue-Cee & Eye-BMI)
Inez & Charlie Foxx (Dynamo 112) | 35 TOO OLD TO GO
WAY LITTLE GIRL
(Diogenes-BMI)
Shame (Poppy 501) |
| 11 FOR WHAT IT'S WORTH
(Cotillion, East-BMI)
King Curtis & King Pins (Atco 6534) | 36 HEART BREAKER
(LZMC-BMI)
B. B. King (Blue Way 61011) |
| 12 YAKETY YAK
(Tiger-BMI)
Sam The Sham (MGM K 13863) | 37 THAT LUCKY OLD SUN
(Robbins-ASCAP)
Bill Medley (Verve 10569) |
| 13 SHOUT
(Wemar Nom-BMI)
Lulu (London 40021) | 38 I FOUND A REASON
(Hollis Music BMI)
First Edition (Reprise 0628) |
| 14 SOMEBODY SLEEPING
IN MY BED
(East-BMI)
Johnny Taylor (Stax 235) | 39 NEVER TOO MUCH LOVE
(Curton-BMI)
Bards (Capitol 2041) |
| 15 UNITED PART I
(Sharpe Music BMI)
Music Maker (Gamble 209) | 40 OH HOW IT HURTS
(Blockbuster-BMI)
Barbara Mason (Arctic 137) |
| 16 FINDERS KEEPERS
(Myto Music-BMI)
Al Kent (Ric Tic 133) | 41 HEY BOY
(Green Light-BMI)
Eighth Day (Kapp 862) |
| 17 I WANT SOME MORE
(Earl Barton Music Co.-BMI)
Jan & Robin & In Crowd (Abnak 124) | 42 SOUTH END INCIDENT SPEED
KILLS (I'M AFRAID)
(Pocket Full Of Tunes-BMI)
Becon Street Union (MGM 13865) |
| 18 SHE
(Acuff-Rose BMI)
Roy Orbison (MGM 4518) | 43 DON'T LOSE YOUR GROOVE
(StreetCar-BMI)
Lavell Hardy (Rojac 117) |
| 19 KITES ARE FUN
(Winborn Almitra-ASCAP)
Free Design (Project 31324) | 44 KEEP YOUR COOL
(Fame-BMI)
Terry & The Chain Reaction (United Artists
50199) |
| 20 ALLIGATOR BOO-GA-LOO
(Blue Horizon-BMI)
Lou Donaldson (Blue Note 1934) | 45 OLD TOY TRAINS
(Tree-BMI)
Roger Miller (Smash 2130) |
| 21 WHEN THE LIGHTS GO
ON AGAIN
(Porgie BMI)
Kay Starr (ABC 11013) | 46 HOW BEAUTIFUL OUR
LOVE IS
(Catalogue-BMI)
Platters (Musicor 1288) |
| 22 WHEN THE SNOW IS
ON THE ROSES
(Miller-ASCAP)
Ed Ames (RCA Victor 9319) | 47 LOVE IS BLUE
Paul Mauriat (Philips 40495) |
| 23 STOP LIGHT
(Jet Star BMI)
Five Americans (Abnak 125) | 48 FOXEY LADY
(Sea Lark Yameta-BMI)
Jimi Hendrix (Reprise 0641) |
| 24 MR. BUS DRIVER
(Earl Barton BMI)
Bruce Chenell (Mala 579) | 49 CAN'T TAKE MY EYES
OFF YOU
(Saturday-BMI)
Letterman (Capitol 2054) |
| 25 THE SOUL OF J. B.
(Golo-BMI)
James Brown (King 6133) | 50 PLEASE BELIEVE ME
(Ron Com-ASCAP)
Jimmy Roselli (United Artists 50234) |

**It's No Cinch
To Turn Over
A Hit Record
But WE DID IT!**



WILSON PICKETT

“I'M IN LOVE”

Atlantic 2448

Produced by Tom Dowd and Tommy Cogbill

- 76 Cash Box
- 80 Billboard
- 85 Record World

**...and
going up!**



THANK YOU

Program Directors - Disk Jockeys - Distributors
Salesmen - Promotion Men - Rack Jobbers
One-Stops - Dealers



for making my album
"FOR A FEW DOLLARS
MORE AND OTHER
MOTION PICTURE
THEMES"

a Tremendous Hit

Sincerely

Leroy Holmes

EXCLUSIVELY ON



UAL 3608/UAS 6608

UA'S the place



BOBBY GOLDSBORO

"JOJO'S PLACE"

UA 50224

b/w "PLEDGE OF LOVE"

THE HASSLES

"YOU GOT ME HUMMIN'"

UA 50215

b/w "I'M THINKIN'"



TERRY and THE CHAIN REACTIONS

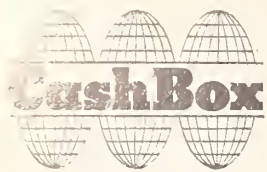
"KEEP YOUR COOL"

UA 50199

b/w "STOP STOPPING ME"

BRAND NEW AND
RED HOT ON





Picks of the Week

MARVELETTES (Tamla 54158)

My Baby Must Be A Magician (2:31) [Jobete, BMI-Robinson]

Guitar gimmickry and particularly solid vocal strength add extra magic to the Marvelettes' sales impact for this side. Fine dance outing and especially fine material make for some tremendous pop & r&b action for "My Baby Must Be A Magician." The side's splendid side touches do the trick in pulling a smash out of the Robinson hat. Flip: "I Need Someone" (2:42) [Jobete, BMI-Dean, Weatherspoon]

PEACHES & HERB (Date 1586)

Two Little Kids (2:36) [Jalynne, BMI—Record, Davis, Acklin]

Splendid sound of Peaches & Herb takes off again with a top-drawer sampling of bouncy ballad material. The team is back in great form with this love story that carries a magnetic charm for pop or blues spinners. Stepping up the pace from their last outing, the sales should prove brisk. Flip: "We've Got to Love One Another" (2:45) [Daedalus, BMI—Williams, Sturm] Slower, more beautiful and a possible breakout side itself.

ERIC BURDON & ANIMALS (MGM 13868)

Monterey (3:29) [Slamina, Sea-Lark, BMI-Burdon, Briggs, Weider, Jenkins, McCulloch]

Establishing a new image, Eric Burdon and the Animals moved out of the English blues bag into a low-keyed California sound all their own via "San Franciscan Nights" and should continue to gain new heights in popularity with this tale of the pop music fest in "Monterey." Narrative with artistic touches and a hard hitting ork sound make it a side to skyrocket. Flip: unedited version of "Monterey" (4:21).

CARLA THOMAS (Stax 239)

Pick up the Pieces (2:30) [East-Groovesville, BMI-Davis, Barker, Briggs]

Always a hot r&b seller, Carla Thomas should grab much more than just the blues banner with this selection. The side is a middle-paced Detroit-ish ambler with some outstanding vocal shots that will send it rocketing along the pop breakout path. Look for top ten r&b ratings and a solid pop chart showing for this smash side. Flip: "Separation" (2:38) East, BMI-Hayes, Porter.

SONNY & CHER (Atco 6541)

Good Combination (2:58) [Triparte, Pambar, D-K, BMI-Barkan]

High-stepping rockout session from the noted Sonny & Cher team shows them in a new light with some up-beat Detroit styled orking and a wailing sax break that is brand new for the duo. Dynamic level of the performance makes it one that will show up strongly in teen locales, with sales hot enough to send the side well up the Top 100. Flip: "You & Me" (2:56) [Christ-Marc, Cotillion, BMI-Bono] Another strong side in the team's more familiar vein.

JIMMIE RODGERS (A&M 898)

What A Strange Town (3:06) [E. B. Marks, BMI-Shorter]

Having caught the comeback current with "Child of Clay," Jimmie Rodgers looks like a sure fire bet to stay in the winning vein with this strange dream journey ballad. Narrative strength, as with "Child," and the super delivery power should set this side up for plenty of programming along good music and pop lines. A bright, big single outing. "If I Were the Man" (2:58) [Honeycomb, BMI-Rodgers]

FIVE AMERICANS (Abnak 126)

7:30 Guided Tour (2:35) [Sunnybrook, BMI-Brians, Jr.]

Coming across as a blend of smooth Beatle sounds and the uniquely Five American style, the quintet bounces back for heavy reception via this soft-throb ballad replete with orchestral backing that spotlights bowed-bass and coasting string sections, and includes a vocal instrumentation a la Spanky for extra impact. Should see rapid breakout action. Flip: "See-Saw-Man" (2:10) Jetstar, BMI-Rabon, Ezell, Durrill.

MAGNIFICENT MEN (Capitol 2062)

Babe, I'm Crazy 'Bout You (2:18) [Jalynne, BMI-Davis, Butler]

Growing response to the efforts of the Magnificent Men would be boosted considerably by this grand taste of soul spice, the finest release from the team to date. Fine rhythmic and a grabbing vocal set with just that little extra in the ork sound that should put the deck in hit competition. Breakout potential here. Flip: "Forever Together" (2:15) [Deposit, BMI-Douglas]

BUNNY SIGLER (Parkway 6001)

Follow Your Heart (2:56) [Double Diamond, BMI-Huff]

Thumping drum and tambourine punctuation accent the beat for added sales appeal to the dance crowd on this crashing bit of rock-blues in a near up-tempo speed. Bunny Sigler's recent "Lovey Dovey" hit has nothing on this bright new side that should very shortly be moving high in the pop picture with r&b sales to boot. Flip: "Can You Dig It" (2:59) [Double Diamond, BMI-Madara, Huff, Sigler]

Picks of the Week

TOKENS (Warner Brothers 7099)

Ain't That Peculiar (3:21) [Jobete, BMI-Rogers, Tarplin, Moore, Robinson]

Brilliantly unusual, this combination of the nearly-Association sound of the Tokens and some hefty Detroit work from the Jobete factory should stir up considerable attention for the widely followed Tokens. Fine vocal stylings on the side and the new facet for motor city beat make this a sparkling session with hit prospect. Flip: "Bye, Bye, Bye" (2:20) [Bright Tunes, BMI-Margo, Margo, Medress, Siegel]

GENE & DEBBE (TRX 5006)

Playboy (2:52) [Acuff-Rose, BMI-Thomas]

Having gained attention through their last noise-making introduction side, the team of Gene & Debbie step back in high style with a follow up offering that will have them climbing well into pop view. The "Playboy" side is a pretty soft rock shuffler which ambles along in a semi-pop, semi-good music lilt that could catch both market interest. Flip: "I'll Come Running" (2:01) [Same credits.]

MICKEY MURRAY (SSS Int'l 727)

Hit Record (2:07) [Prize & Luristan, ASCAP-Williams]

Coming off a hot response for "Shout Bamalama," Mickey Murray moves into a James Brown-ish outing in this funky follow-up that should spark a whole new breakout trend for the artist. Catchy lyrical content and the outstanding vocal show coupled with discotheque appealing beat give this side shattering prospects in r&b and pop areas. No flip info.

JACK JONES (Kapp 880)

Oh How Much I Love You (2:58) [Miller, ASCAP—Vance, Pockriss, Modugno]

Latest release for Jack Jones from Kapp is a softly melodic piece featuring the strong vocal quality of the chanter. Brilliant song, exquisite performance and a side that is right in keeping with much of the "chanson" material now in vogue, make this an offering that will see tremendous reactions. Flip: "Don't Give Your Love Away" (2:40) [Pincus & Sons, ASCAP—Bass, Laws] A featured song from the coming holiday special, this lilting side is likely to find as much favor as its coupling lid. May turn into a two-sided smash.

ARETHA FRANKLIN (Columbia 44381)

Mockingbird (2:38) [Saturn, BMI-Fox, Foxx]

The magic name of Aretha Franklin could attract her fans to this oldie from the Inez & Charlie Foxx songbook. Though currently scoring with her Atlantic outings, Miss Franklin has reached the charts with out-of-the-can material ("Take A Look") before, and could repeat with this big beat bright side. Flip: "A Mother's Love" (2:30) [Prentice & Tulip, ASCAP-Owens]

MITCH RYDER & DETROIT WHEELS (NewVoice 828)

Come See About Me (3:00) [Jobete, BMI-Holland, Dozier, Holland]

Despite the new look and sound of Mitch Ryder, current interest in "Come See About Me" should breathe life into the sales of this big rendering taken from a while back NewVoice LP which has the chanter wailing solidly to the hard rock backdrop of the Detroit Wheels. Terrific punch which could soon become a knockout offering. Flip: "A Face in the Crowd" (2:52) [Saturday, BMI-Crewe]

CANNONBALL ADDERLEY QUINTET (Capitol 2064)

Oh Babe (2:06) [Upam, BMI-Adderley, Adderley]

Cannonball Adderley has progressed from jazz with a blues feel to r&b with a hefty smattering of jazz, and this new side could become one of his biggest blues chart riders yet. Vocal from Nat Adderley, and the funk combo backing make for smooth Chicago-ish moving at a slow pace. Something else . . . could also break big in pop sales. Flip: "Games" (7:00) [Upam, BMI-Adderley] Sax blowout in the old Cannonball style.

BILLY STEWART (Chess 2002)

Cross My Heart (3:00) [Chevis, BMI-Pinchback, Henderson, Haygood]

The explosive impact of Billy Stewart has come through consistently on r&b ratings, and this could well be one of his heavy pop breakthrough items. "Cross My Heart" stacks up with his best single to date, a funky ballad with the slipping verbal style that cracked the ice for several Stewart sides before. Should click. No flip info available.

GENE DOZIER (Minit 32031)

Mustang Sally (2:53) [14th Hour, BMI-Rice]

Cute novelty reading of the repeatedly successful blues rocker "Mustang Sally" could make a move in its follow-up status to "Chunk of Funk." Gene Dozier's band is as solid as ever, and the "Chipmunk" vocal is possibly just the catchy extra to re-sell the teen dance fans. Flip: "I Wanna Testify" (2:40) [Groovesville, BMI-Taylor, Clinton] Solid impact instrumental.

WILDWEEDS (Cadet 5586)

It Was Fun (White it Lasted) (2:49) [Linesider, BMI-Anderson]

Soaring sounds in the bright and shadowy combination of strings and bass guitar give a tremendous impact to the rhythmic and melodic content of this strong song side from the Wildweeds. Look for the team to gather in breakout activities across the country's pop outlet strings. Grand rock side to build a reputation with. Flip: "Sorrow's Anthem" (2:09) [Same credits] Another strong ballad with combined elements of Dylan and the Procol Harum.

JON & ROBIN

their first



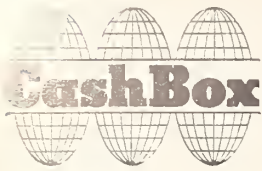
COMPATIBLE STEREO-MONO ABST-M-2068

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JON & ROBIN FAN CLUB
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825 OLIVE / RI 2-6111
DALLAS, TEXAS 75201



CashBox Record Reviews

Picks of the Week

CAKE (Decca 32235)

Rainbow Wood (2:15) [Ten-East, BMI-Jacobs, Morillo]

Magnificent arrangements and production work, the special sound of the Cake and this particularly fine material could create the breakthrough side that will set the femme trio on the winning road. Classical stylings add orchestral luster to the nearly English ballad selection, and this offbeat handling should do the trick for an outstanding slice from the team. Flip: "Fire Fly" (2:05) [Same credits]

RUBY ANDREWS (Zodiac)

Hey Boy (Take A Chance on Love) (2:45) [WilRic, BMI-Bridges, Eaton]

Particularly well delivered with a stunning showing from Ruby Andrews, this fine r&b ballad should see heavy action in pop and blues sales areas. The side is a hard-hitting song bordering between mid-and-slow beat for most dances, and carries a powerful lyric to aid success. Flip: "Come to Me" (2:30) [Same credits.]

BLOSSOMS (Ode 106)

Cry Like A Baby (2:48) [Blackwood, BMI-Armstead, Ashford, Simpson]

Group's solid sound on the vocal end of this shattering r&b side is likely to put "Cry Like A Baby" high in the competition for honors on blues and pop charts alike. Very strong production work and a grand piece of material go a long way in paving the hitsville path for the Blossoms and this new outing. Flip: "Wonderful" (2:24) [Hollenbeck, BMI-Gibson, Altfeld, Weider] Entrhralling workout on this flip side could set a lot of spinners into a double-edged delight over the outing.

JAMES LAST BAND (Warner Brothers 7153)

The Last Waltz (2:37) [Donna, ASCAP-Reed, Mason]

Offering a solid shot at keeping the ork follow-up in flower is this brilliant rendition of the recent Humperdinck biggie, "The Last Waltz." Combination of soaring strings and chorale, lively waltz melody and brass fire give this deck the potential to break through on middle-of-the roaders as well as many pop stations. Big side for jukebox consumption. Flip: "Strolling Through Gateshead" (2:59) [Helios, BMI-Last, English]

JOHNNY SAYLES (Chess 2033)

Lilly Mae (2:34) [Special Agent, BMI-Smith, Edward]

Crashing rhythm line, overwhelming ork drive and an outstanding vocal set from Johnny Sayles should turn up a monster response for this hard hitting, steady driving throb-rock-blues side. A must for discotheque spinners, a big side for blues or rock programming, this set should see plenty of sales action. Flip: "I'm Just What She Needs" (2:35) [Same credits.]

LINDA JONES (Loma 2085)

Give My Love a Try (2:30) [Zira, Twilight, BMI-Poindexter, Poindexter, Harper]

Hearty femme showcase delivered in the style that is only Linda Jones' make "Give My Love a Try" a side that can be expected to see plenty of r&b response and a good run at the pop charts. Slow song with lamenting lyrics seems to be just the fare for the songstress, who comes across with tremendous appeal. Flip: "I Can't Stand It" (2:20) [Saturn, Staccato, BMI-McAllister]

BENNY LATIMORE (Dade 2015)

It's Just A Matter of Time (2:43) [Eden, BMI-Hendrix, Otis, Benton]

Gripping vocal set from Benny Latimore does a reworking of the years-back Brook Benton hit that could see big things with its pop spillover. R&b response is sure to be strong for the slowly building sorrow-side, and the teens could hop on the hitbound bandwagon. Flip: "Let's Move & Groove Together" (2:32) [And, BMI-Nash] Dade Records distributed through Atlantic.

BING CROSBY (Reprise 0645)

Step to the Rear (2:33) [Edwin H. Morris, ASCAP—Leigh, Bernstein]

First outing in a long while from the celebrated Bing Crosby, and a big one from the "How Now Dow Jones" score. Rollicking gay number which showcases a chanting style that is fitted to all types of programming. Could compete with the "White Christmas" replays this year, or be featured as a "follow-up." Big sales in store. Flip: "What Do We Do With the World" (2:14) [Northridge, ASCAP—Russell, Mancini]

EYDIE GORME (Calendar 1002)

How Could I Be So Wrong (2:45) [Damila, ASCAP-Marks]

Good music deejays and the many fans of Eydie Gorme will be delighted by this exquisite showcase of the gently strong quality of her vocal style. Sweet melancholy melody done with a flash band backing give her just the right backdrop for tremendous coin-op, and good music response. Flip: "He Needs Me Now" (2:15) [Damila, ASCAP-Marks] Another selection from the forthcoming "Golden Rainbow" mainstemmer. This one a breezy samba.

PIC & BILL (Smash 2132)

Sad World Without You (2:23) [LeBill, BMI-Pickins]

Tremendous team sound and a terrific rhythmic drive to this slow-to-middle-speed blues throbber could finally give Pic & Bill the breakthrough side that they deserve. Top vocalizing, good orchestration and a fine production job add up to a big r&b session with plenty of spillover potential for pop hitting. Flip: "Just a Tear" (2:48) [Same credits.]

HESITATIONS (Kapp 878)

Born Free (2:37) [Screen Gems-Columbia, BMI-Black, Barry]

Never has the Oscar-winner sounded quite like this! The often cut side from "Born Free" is set in a r&b background, and the frantic workouts of the Hesitations give new meaning to the lyrics. The production and smashing vocal arrangements should set this deck spiraling up the r&b charts with spillover reaching pop outlets too. Flip: "Love Is Everywhere" (2:29) [Zira, BMI-Poindexter, Lewis, Poindexter]

Newcomer Picks

MYSTIC CRASH (ABC 11012)

Love-In Kind (2:25) [Pamco, Engagement, BMI-Testa, Earle]

Very nicely done rock-spoof that packs its power in the glittering arrangements and a terrific delivery from the Mystic Crash. Certainly merits a good deal of exposure and is likely to break wide open with a bright teen response. Dance or listen appeal to spare. Flip: "To Kathleen" (2:30) [Pamco, Engagement, BMI-Casale]

DANA VALERY (Columbia 44389)

Zabadak (2:59) [Al Gallico, BMI-Blaikley]

With hit credits all across Europe, this out of the ordinary morsel steps into the Stateside spotlight, and should find a big breakout response standing by. Offbeat melody and Afro-rhythmic rockability could set the stand for a big rock, pop and good music showing. Very fine session featuring Dana Valery. Flip: "Having You Around" (2:48) [Al Gallico, BMI-Catana, Cooper]

WILL-O-BEES (Date 1583)

It's Not Easy (2:53) [Screen Gems-Columbia, BMI-Mann, Weil]

Punchy opening riffs ease into a soft ballad nicely delivered with a strong lead by the Will-O-Bees in an easybeat side with hefty ork build. The side carries terrific teen potential and could easily see breakout activity across the country. Solid lyric in the youth and young adult bag, and grand arrangements make it a likely monster. Flip: "Looking Glass" (1:50) [Yuggoth, BMI-Novak]

HOBBITS (Decca 32226)

Sunny Day Girl (2:32) [PopDraw, ASCAP -Curtiss]

Pretty ambling ballad side with enough drive in the rhythm to catch teen fire, and yet remaining soft enough to go on many middle-of-the-road rosters. The Hobbits should attract attention for their best selling LP via the sharp sound of this single. Nice listening side with a young market in mind and the adults thought of also. Flip: "Daffodil Days" (3:17) [PopDraw, ASCAP-Bernstein, Vance, Phillips]

JIMMY FORDE (Flick City 3000)

Hangin' From Your Lovin' Tree (2:55) [Adam Sean, Mi Alma, BMI-Ford]

Easygoing guitar backing masks a throbbing rhythm section on this big ballad with touches of country sound. The overwhelming vocal showing of Jimmy Forde, his strong material and the good production job give the side an impressive sound that could easily carry the pop market with repercussions in some c&w outlets. Flip: "Crazy Cajun Cake Walk Band" (3:27) [Adam Sean, Mi Alma, Novalene, BMI-Vegas, Vegas, Ford]

WE THE PEOPLE (RCA Victor 9393)

Love is a Beautiful Thing (2:40) [Slacsar, BMI-Cavaliere, Brigati]

Influenced somewhat by the sound of the Young Rascals, and using that team's material this serving of rock from We the People puts down a hard rock base with some grand harmony in the team vocal work and an excellent instrumental break. The team is on the right track and could well have the big starting single for a best selling career. Flip: "The Day She Dies" (2:19) [Barmour, BMI-Talton]

PRIDE & JOY (Acta 817)

We Got A Long Way to Go (2:15) [Screen Gems, Columbia, BMI-Mann, Weil]

Peculiarly appealing opening leads into a fine sampling of the talent of the Pride & Joy. Smooth vocal workouts from the team and a nice pace give good fare for pop spinning. Coupling styles of a few different groups into a new brand of delivery, the team should enjoy a big reaction with the teen and young adult listening audience. Flip: "That's the Way it Is" (2:05) [Yuggoth, BMI-Lauer]

TIMMY WILLIS (Sidra 9013)

Mr. Soul Satisfaction (2:35) [GeeMac, Sidrian, BMI-McGregor]

Tremendous blues arrangements and a near up-tempo drive puts together a sockin' stand that will be shooting to the top of the r&b charts with a big run on the pop lists to be expected. Great workouts from Timmy Willis and a heavy punch in the song make this a terrific item. Flip: "I'm Wondering" (2:40) [Same credits.]

MIRETTES (Revue 11004)

To Love Somebody (3:24) [Nemperor, BMI-Gibb, Gibb]

Picking some excellent material from the BeeGees' tunesmith team, and adding some towering r&b arrangements, the Mirettes should find a big reception waiting for this solid side. The group's delivery puts the finishing touch to the effort. Extra power for the recording on the flip for double side possibilities with "In the Midnight Hour" (3:23) [East, Cotillion, BMI-Cropper, Pickett]

ACT IV (Cub 9150)

Bless You (2:10) [Calculated, BMI-Valvano, Coleman, Bassoline]

Stunning showings from members of the Act IV make a memorable debut side for the MGM distibbed Cub label with a contagious bit of Detroitish funk in a hard hitting rhythmic framework. Should see a great deal of r&b action and could well stir up a big pop-teen response. Solid set. Flip: "A Better Man Than I" (2:39) [Same credits.]

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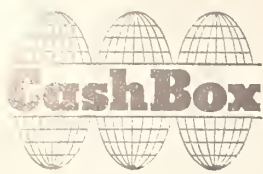
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Best Bets

OLLIE JACKSON (Pepper 433)
Barbara (2:40) [Hill & Range, BMI-Owens] Beautiful ballad already getting country attention, this reading is more pop oriented and deserves more than one listen. Tremendous vocal sound from the artist could bring in the good music and pop attention the side deserves. Flip: "Don't Accuse Me" [Hut, BMI-Taylor]

SANTO & JOHNNY (Imperial 66269)
Live For Life (2:50) [Unart, BMI-Lai, Gimbel] Steady-moving guitar reading of the title tune from the United Artists flick. Could go somewhere for Santo & Johnny. Flip: "See You In September" (2:07) [Jack Gold, ASCAP-Edwards, Wayne]

TOMMY NEAL (Vault 938)
Goin' To A Happening (2:30) [Ala King, Vault, BMI-Wylie, Hester] Here's a groovy R&B knee-slapper filled with all sorts of sales possibilities. Give it a close listen. Flip: "Tee Ta" (1:58) [Ala King, BMI-Wylie]

LARRY WILLIAMS & JOHNNY WATSON (Okeh 7300)
Nobody (2:45) [Mikim, Nelchell, BMI-Cooper, Shelby] This potent number combines Indian sounds with r&b rock in an effective manner. Could go far. Flip: "Find Yourself Someone To Love" (2:01) [Jowat, BMI-Watson]

TANYA FALAN (MGM 13785)
Telling Me Lies (2:45) [Almo, ASCAP-Sheldon, Hamilton] Tanya Falan could see a healthy amount of action with this moving, mid-tempo woeser. Winning performance by the lark. Flip: "I Feel It" (1:53) [Almo, ASCAP-Sheldon, Hamilton]

TOMMY YATES (Verve 10556)
If You're Looking For A Fool (1:53) [Crazy Cajun, BMI-C. & B. Thomas] Here's a steady-moving r&b blues item that could get nice airplay for Tommy Yates. Scan it with care. Flip: "Darling, Something's Gotta Give" (2:47) [Crazy Cajun, BMI-Thomas, Mcree, Thomas]

PEERMONTS (Murco 1039)
After The Sun Goes Down (2:32) [Heads Up, BMI-Johnson, Martin] Could be good things in store for the Peermonts via this gentle love ballad. Give it a spin. Flip: "You Gotta Love Me Too" (2:23) [Heads Up, BMI-Johnson] Murco Records is distributed by Jewel Records, 728 Texas St., Shreveport, La.

SENIOR SOUL (Double Shot 122)
Pata Pata (2:20) [Raj Kumar, BMI-Makeba, Ragovoy] Infectious, instrumental reading of Miriam Makeba's current hit. Could do something. Flip: "Poquito Soul" (2:35) [Hot Shot, BMI-Miller]

CRISPIAN ST. PETERS (Jamie 1344)
Free Spirit (2:15) [Chardon, BMI-Kornfeld, Duboff] Catchy bouncer about a girl who's a "Free Spirit." Could make noise. Flip: "I'm Always Crying" (3:15) [Gallico, BMI-St. Peters]

CHOCOLATE TELEPHONE POLE (Jack O' Diamonds 1011)
Let's Tranquelize With Color (2:03) [Jack O' Diamonds, BMI-Smith, Zanetis] Here's an imaginative rock stand by the Chocolate Telephone Pole that could send the group's sound across the nation. Keep tabs on this one. Flip: "One By One" (1:53) [Jack O' Diamonds, BMI-Smith, Zanetis] Jack O' Diamonds Records, Suite 1200, 1808 West End Bldg., Nashville, Tenn.

JON GUNN (Deram 85024)
Let the Heartaches Begin (2:45) [January, BMI-Macauley, MacLeod] Pleasant bit of an English blues song steeped in country styling. Nice blending that could catch attention on pop programming schedules. Flip: "If You Wish It" (2:52) [Valley, BMI-Flett, Fletcher]

LOS GOLEDOS (Atco 6539)
You Can't Miss (2:04) [Pronto, Small Acre, BMI] Stylish marimba and brass tune with a lively bounce and pleasing sound for pop or good music play. Could see coin op or one-stop activity and may breakout through even a small taste of exposure. Flip: "My Lise" (2:30) [Same credits]

CHARMELS (Volt 155)
As Long As I've Got You (2:37) [East, BMI-Hayes, Porter] Blues tunesmiths Hayes and Porter show a flavoring of Bacharach styling with their song that is beautifully served-up by the Charmels. Beautiful ballad that could score with pop spinners and r&b deejays. Flip: "Baby Come & Get It" (2:23) [East, BMI-Jayes, Shamwell, Porter]

STONE COUNTRY (RCA Victor 9397)
Ballad Of Bonnie & Clyde (2:40) [Stontry, BMI-Dunn, Barry, McCashen] Infectious toe-tapper based on the adventures of the murderous couple who give their name to the movie, "Bonnie & Clyde." Could happen. No information available on the flip side at this time.

PERREY/KINGSLEY (Vanguard 35054)
The Savers (1:48) [Valentine, ASCAP-Perrey, Kingsley] Bouncy instrumental full of interesting effects. Could succeed as a novelty item. Flip: "Pioneers Of The Stars" (2:38) [Fennario, ASCAP-Perrey, Badale]

JANE MORGAN (ABC 11002)
I Promise You (2:15) [ABC, ASCAP-Lerner, Oakland, Faye] Here's a pleasant ballad for the romance-minded from Jane Morgan. Should do well for the songstress in good music circles. Flip: "Him's A Dope" (2:50) [Laurel, ASCAP-Curtis, Meyer]

THAD JONES & MEL LEWIS (Solid State 2517)
Don't Git Sassy (2:48) [Thank, ASCAP-Jones] Solid, big band jazz sounds are the order of the day on this groovy session. Contagious all the way through, the side could stir up enough enthusiasm to make the charts. Flip: "A That's Freedom" (2:45) [Thank, ASCAP-Jones]

ACCENT (Parrot 40022)
Red Sky At Night (3:12) [Noma, Gunnell, BMI-Davies, Beetham, Hebron, Birkett] Here's a real potent piece of psychedelic rock that could break out for the Accent. Watch it move. Flip: "Wind Of Change" (2:00) [Noma, Gunnell, BMI-Davies, Beetham, Hebron, Birkett] Similar sounds over here. This one could also make it.

YOUNG-HOLT UNLIMITED (Brunswick 55356)
Dig Her Walk (2:52) [Yo Ho, BMI-Young, Holt] Festive jazz swinger here. Drummer Red Holt and bassist eldee Young shout joyfully about an attractive bird as they play their instruments. Could catch on. Flip: "You Gimmie Thum" (2:47) [Yo Ho, BMI-Walker] Swinging jazzy piano piece written and performed by Hyscar Don Walker, the unnamed third member of Young-Holt Unlimited. This side could also do something.

MURRY WILSON (Capitol 2063)
The Plumber's Tune (2:20) [Sea Of Tunes, BMI-Kynor] Infectious organ instrumental could get good play from middle-of-the-road stations. Pleasant merry-go-round music. Flip: "Leaves" (2:40) [Sea of Tunes, BMI-Wilson]

JOE SOUTH (Capitol 2060)
Birds Of A Feather (2:42) [Lowery, BMI-South] Rousing, rhythmic, love-oriented hand-clapper could pull in neaps of sales for Joe South. Give it your full attention. Flip: "It Got Away" (2:28) [Lowery, BMI-South]

KINKS (Reprise 0647)
Autumn Almanac (3:05) [Noma, Hi-Count, BMI-Davies] The Kinks could grab quite a lot of attention with this fanciful, buoyant rocker. Side has a polished sound, which should help its cause. Flip: "David Watts" (2:27) [Noma, Hi-Count, BMI-Davies] A highly contagious rock workout, this one could prove to be an even bigger item than "Autumn Almanac." Listen to it.

JAMES DARREN (Warner Bros. 7152)
Cherie (2:50) [Northern, ASCAP-Leander, Mills] James Darren croons a bouncy love ditty in his well-known manner. Could do good things for him. Flip: "Wait Until Dark" (2:38) [M. Witmark & Sons, Northridge, ASCAP-Livingston, Evans, Mancini] Tuneful love ballad, the title tune from the Warner Bros. flick, nicely read by Darren. Could also be a winner.

MEMO & DIXIE DANDIES (Jay Jay 345)
Hello My Honey [Walters, ASCAP-Abrams, Traco] Barbershop-ish vocals and a hot dixie revamping of the standard in an up-tempo frame make this a deck that could be much used for change-of-pace good music programming. Flip: "My Little Turtle Dove" [Same credits]

SEARCH (In-Sound 404)
Climate (2:28) [Abstract, BMI-J. & P. Mannino] The Search could find success with this potent, discotheque-styled, hard rock foot-stomper. Rousing effort by the group. Flip: "Mr. Custer" (2:42) [Pattern, ASCAP-De Lory, Darian, Vanwinkle]

JULIUS WECHTER & BAJA MARIMBA BAND (A&M 892)
Fowl Play (2:07) [Almo, ASCAP-Wechter] Could be good sales in the cards for this easygoing good music bouncer. Merits a listen. Flip: "Sounds Of Silence" (2:45) [Charing Cross, BMI-Simon]

APPLETREE THEATRE (Verve/Forecast 5071)
Highwater Square (2:24) [Chardon, BMI-J. & T. Boylan] Mid-tempo bouncer drawing heavily on the Beatles' "Penny Lane." Might do something. Flip: "Who Do You Think I Am" (2:17) [Chardon, BMI-Boylan]

PEBBLES & SHELLS (Kapp 877)
Let's Be More Than Friends Tonight (2:24) [Chardon, BMI-Daryll] Light, infectious romancer could scatter the sound of Pebbles and Shells all across the country. Deserves a careful listen. Flip: "Let's Give It A Try" (2:12) [Barracks 9, Kama Sutra, BMI-McBrien, Giametta] Gentle love ballad also deserves a listen.

JOHN MAYALL'S BLUESBREAKERS (London 20035)
Oh, Pretty Woman (3:30) [East, BMI-Williams, King] This one is a Blues-styled romancer that could break out all along the airwaves, Scan it carefully. Flip: "Suspicious" (2:50) [Noma, Gunnell, BMI-Mayall]

3 RING CIRCUS (Luv 251)
It Can't Be Too Wrong (3:23) [One Song, BMI-White, Gray, Rosenberg] Look out for the 3 Ring Circus to rake in fair portion of the long green with this solid, thumping rock romancer. Rousing performance by the group. Flip: "Sunday Train" (2:20) [One Song, BMI-White, Gray, Rosenberg]

RUFUS LUMLEY (RCA Victor 9398)
Annabella (2:14) [Maribus, BMI-Nash, James, Duncan] Rufus Lumley could bite off a big chunk of airplay with this vibrant, full-bodied love outing. Ought to be watched. Flip: "They Don't Give Medals" (2:11) [Blue Seas, Jac, ASCAP-Bacharach, David]

DOODLETOWN PIPERS (Epic 10254)
Jessie (2:51) [Stone Canyon, BMI-Griffin, Gordon] The Doodletown Pipers come across with some nice vocal work on this nostalgic, mid-tempo foot-tapper. Could be a big one for the group. Bears watching. Flip: "Image Of You" (2:32) [Stone Canyon, BMI-Griffin, Gordon] Catchy bouncer over here could also see nice action.

SPARKS (Cub 9151)
Cool It (3:00) [Hicksville, BMI-Sparks, Thomas] The Sparks could earn a nice amount of spins with this catchy R&B advice ode. Eye it. Flip: "Woe, Woe" (2:50) [Hicksville, BMI-Robinson, Adams] Cub records are products of MGM Records.

AVANT-GARDE (Columbia 44388)
Yellow Beads (2:55) [Cedarwood, BMI-Woolery, Fowler] The Avant-Garde could get a nice sales reaction to this outing. Side is a tuneful, slightly freaky hippie anthem that could make a hit with the East Village and Haight-Ashbury crowds and their kin all across the country. Flip: "Honey And Gall" (2:49) [Cedarwood, BMI-Fowler]

CLARENCE CARTER (Atlantic 2461)
Looking For A Fox (2:14) [Fame, BMI-Carter, Terrell] A powerhouse R&B foot-stomper, dynamically delivered by Clarence Carter, this one could pull in a sizeable amount of coin. Give it a careful listen. Flip: "I Can't See Myself" (2:33) [Fame, BMI-Carter]

ENOCH LIGHT & LIGHT BRIGADE (Project 3 1322)
Live For Life (2:19) [Unart, BMI-Lai, Gimbel] Enoch Light & the Light Brigade here offer a pleasant, fully orked instrumental reading of this movie theme. Could do very well in middle-of-the-road areas. Flip: "In The Heat Of The Night" (2:27) [United Artists, ASCAP-Jones, Bergman]

KNICKERBOCKERS (Challenge 59380)
I Can Do It Better (2:18) [4-Star, BMI-Seals, Crofts] Could be big things in the cards for this rousing, driving, teen-slanted rock romancer. Keep it on your list of disks to watch. Flip: "You'll Never Walk Alone" (2:39) [Williamson, ASCAP-Rodgers & Hammerstein]

MONTEGO JOE (Minandy 1010)
Soul Man (2:15) [East, BMI-Hayes, Porter] Instrumental cover of Sam & Dave's current vocal smash and Ramsey Lewis' current instrumental chart entry. Side has a solid sound and could catch a piece of the action presently being enjoyed by "Soul Man." Flip: "It Be's That Way Sometime" (2:37) [Ninandy, BMI-Wayman] Ninandy Records, c/o Stroud Productions, 507 Fifth Ave. New York, N. Y.



Love Is All Around

F 1607



A PAGE ONE PRODUCTION, ENGLAND
Published by: Dick James Music Inc. (BMI)

The Troggs

DISC TOP 30 6 (16) ▲ LOVE IS ALL AROUNDTROGGS, PAGE ONE

Parrot Plans Jones Promo To Tie In With U.S. Tour

NEW YORK—Beginning this week, London Records' Parrot label will undertake a heavy promotional campaign on behalf of Tom Jones in connection with the British chanter's upcoming personal appearance tour of the U.S. Jones opens his tour with a two-week stint at the Copacabana Club in NY starting February 15.

The Parrot label, on which Jones' disks are released, has set up a heavy concentration of radio spot advertising in connection with the current "Tom Jones Live" LP, to commence next week in the New York market on WNEW and WWRL.

The campaign also involves a nationwide distribution of empty album covers and assorted display pieces for dealer in-store and window promotions. These merchandising units will promote Jones' entire Parrot catalog of six LP's, including the current "Live" entry, which was cut earlier this year at London's Talk of the Town Club.

During London's forthcoming 21st anniversary sales convention, to be staged at the Concord Hotel in New York's Catskill Mountains January 6-8, much attention will be devoted to coordinating the nationwide Tom Jones merchandising drive with all the distributors for the Parrot label.

Parrot plans a function on the occasion of Jones' February 15 Copa opening, with a bevy of press, radio, and television people invited to attend. Immediately prior to his fortnight at the Copa, Jones will do the Kraft Music Hall TV show on Wednesday, February 14.

Following the Copa stint, Jones will make a guest appearance at the annual formal dinner and awards presentation of the National Academy of Recording Arts and Sciences in New York on February 29.

The singer then flies to California for a schedule of TV guest appearances. These include a taping on March 6 for the Red Skelton Show for viewing March 12; a taping March 7-11 for the Hollywood Palace Show; and a taping March 13-18 for

Mel Shayne Moves To LA

NEW YORK—Mel Shayne of Scandore & Shayne, the personal management firm, has just moved his base of operations from New York to Los Angeles. Shayne's decision to move to LA was prompted by the increased West Coast activity throughout the entertainment industry and particularly in the Scandore and Shayne client roster. This increased activity required Joe Scandore to spend most of his time in LA this past year.

As a result of the newly expanded West Coast setup, Scandore & Shayne will place additional emphasis on feature films and TV production. In keeping with this theme is a new TV game that Scandore & Shayne is partnered in and representing for the packager and producer, One More Production Company, Inc.

Joining Mel Shayne on the West Coast will be Shelley Golden, his New York administrative assistant. Hermie Dressel, who has been associated with the firm for many years, will now head up the New York office. Though long time client Johnny Tillotson plans to follow Shayne to California in mid-January, Tanridge Productions and executive producer Paul Tannen, who produces Johnny Tillotson for MGM Records, will remain at the reorganized New York complex. Tanridge will continue to record in Nashville and New York as well as in Los Angeles.

Scandore & Shayne's client roster includes, in addition to Tillotson, Don Rickles, Pat Henry, Pat Morita, Bruce Morrow of WABC radio and TV, Zsa Zsa Gabor, Larry Wilcox, the Kingsmen, Anita Sheer, Joe Barone and Lilyann Carol, the Living End and Turley Richards.

the Jonathan Winters Show.

The tour will conclude with a four-week season at the Flamingo Hotel in Las Vegas commencing March 21.

Jones' upcoming tour will mark his first visit to the U.S. in over a year. Between visits he made a record called "Green, Green Grass of Home," which sold over a million copies in England, also a hit in America.

CashBox Sure Shots

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell quantity or else give every indication of doing so

IT'S WONDERFUL

Young Rascals Atlantic 2463

SNOOPY'S CHRISTMAS

Royal Guardsmen Laurie 3416

SUSAN

Buckingham Columbia 44378

I CAN'T STAND MYSELF

James Brown King 6144

WATCH HER RIDE

Jefferson Airplane RCA Victor 9389

DANCING BEAR

Mamas & Papas Dunhill 4113

BEST OF BOTH WORLDS

Lulu Epic 10260

EVERYBODY KNOWS

Dave Clark Five Epic 10265

IN ANOTHER LAND

Bill Wyman London 907

INSANITY COMES QUIETLY TO THE STRUCTURED MIND

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'CAMELOT' IN DETROIT—Grinnell Brothers in Detroit presented its annual Music Fair the week of Nov. 13-18. Columbia's promotion manager Russ Yerge, staged a week-long promotion featuring the firm's original cast LP "Camelot" at a very special price. Russ dressed up as King Arthur and with Ann Boosnez (dressed as Guenevere) spread the word throughout the store, on the downtown sidewalks, and each night at the UA theatre where the film version is showing. The King and Guenevere passed out 15,000 certificates entitling the bearer to \$1. off the Grinnell purchase price of the original cast LP. Over 400 pieces were sold through the use of this coupon.

Guida Takes Over Legrand-S.P.Q.R. Distributions

NEW YORK—Indie producer Frank Guida has taken over national distribution rights to the Legrand, SPQR and Peanut Country labels formerly handled through Laurie's Rust line.

With the new distribution setup, first release for Legrand Records is the "Call Me for Christmas" single from Gary U.S. Bonds.

New studios and offices have been purchased by Guida to house his center of operations at 622 West 35th Street in Norfolk, Va. He has also opened a New York office at 177 Route 304, New City, N.Y., which is managed by Pearl Frank.

Jean Welles To Universal

NEW YORK—Calla recording artist Jean Welles has been placed with Universal Attractions, the booking agency, under a long-term pact, by her manager Clyde Otis.

Miss Welle's latest Calla single is "Have A Little Mercy."

Haas Moves In NY

NEW YORK—Cover designer Stephan Haas has moved his studio in New York to 38 East 57th St. Haas started in his field as art director for Vox Records and has designed in the past many covers for labels such as United Artists, London, Jubilee and Fiesta.



“Neon Rainbow”

THE BOX TOPS

MALA 580

“I’ll be SWEETER TOMORROW”

O’JAYS

BELL 691

“Back Up Train”

AL GREENE

HOT LINE MUSIC JOURNAL 15000

A WINNING HAND FROM



Philco Ford Opens Atlanta Sales-Distrib Office

PHILADELPHIA — The Philco-Ford Corporation has established a district sales office in Atlanta, Georgia, for the sale, distribution and servicing of consumer products, it was announced last week by Carl E. Lantz, vice president of the firm's consumer products group and acting general manager of its sales and distribution division.

Philco-Ford's current distributor in Atlanta is Brown Distributing Co., Inc. Philco-Ford will begin its own distribution at the close of business November 27, Lantz said.

The new district office, located at 700 Forrest Road, N.E., Atlanta, and operated as Philco Distributors, Inc., by the sales and distribution division, will serve dealers in most of Georgia, eight counties in South Carolina and two counties in Alabama. (The Savannah, Ga., area is in Philco-Ford's Miami sales district.)

Lantz said that Ezra F. Howington, Jr., has been appointed district manager for Philco-Ford in Atlanta. Howington has been president of King Hardware Company in Atlanta since 1965. He was district sales manager in Atlanta for the General Electric Sup-

ply Company from 1947 to 1954, and for 10 years prior to joining King Hardware, he held sales positions with General Electric Company, including that of general sales manager of the room air conditioning department in Louisville, Ky.

Howington will report to Harry F. Recker, manager of district sales for Philco-Ford's sales and distribution division, which has its headquarters in Philadelphia.

Recker said the Atlanta district management will include William B. High, as sales manager; Edward G. Goldman, operations manager; William Smith, credit manager; Joseph E. Haigh, parts supervisor, and Thomas A. Shoemaker, Jr., district service manager.

For the past two years High has been manager of the builder sales department for Hotpoint in Atlanta. Prior to that he was with Westinghouse Electric Corp., serving as appliance sales manager in that company Atlantic district from 1962 to 1966.

Goldman, an employee of Philco-Ford since 1947, has been controller



Looking It Over

Shown in New York at the Peer-Southern offices are (from the left): Sid Maurer, Donovan's art director; Donovan; and Lucky Carle, Peer-Southern's professional manager. Peer-Southern is Donovan's music publisher. Donovan's current release is, "Wear Your Love Like Heaven." Donovan was in New York recently for a Philharmonic Hall concert appearance.



Close Harmony

Frank Sinatra and Ella Fitzgerald join together in close harmony to the delight of the audience at the Royal Box in New York's Americana Hotel where Ella is appearing. They also appeared together on NBC-TV Nov. 13 when Ella was Frank's special guest.

in the Cincinnati sales office for the past five years.

Smith has been regional operations manager for Philco Finance Corporation, a subsidiary of Philco-Ford Corporation, in Atlanta since February, 1962.

Haigh has been with Philco-Ford for more than 15 years, serving most recently as parts manager in the Boston, Mass. district.

Shoemaker has been with the company for 11 years, most recently as area service manager for appliance in Atlanta.

Philco-Ford Corporation, a subsidiary of Ford Motor Company since 1961, is observing its 75th anniversary this year. Its consumer products include full lines of color television receivers, black and white TV, radios, console stereo, portable phonographs, tape recorders and players, refrigerators, freezers, electric ranges, air conditioners, home laundry equipment, dishwashers and phonograph records.

Perry Joins WB-7 Arts

BURBANK, CAL.—Richard Perry has just joined the A&R staff of Warner Bros.-7 Arts Records. Formerly a producer with such labels as Verve, Red Bird, Bang, Amy-Mala, Kapp, Uni and White Whale, Perry will be assigned to several new artists under contract to the Warner Bros.-7 Arts and Reprise (WB-7 Arts subsidiary) labels.

Perry is a native New Yorker. He attended the University of Michigan, majoring in music and graduating with a Bachelor of Arts degree.

Royal Guardsmen To Go On Kiddy Benefit Tour

NEW YORK—Laurie Records' group, the Royal Guardsmen, will undertake a 10-city fund-raising tour for children in mid-December.

The Guardsmen will travel to such cities as Washington, Chicago, Philadelphia, St. Louis and Atlanta, doing benefit performances for children's fund-raising organization and also visiting hospitals and orphanages.

20,000 "Snoopy Dolls" (all of the Royal Guardsmen's hit records have been about Charles Schultz' famed cartoon character, Snoopy) have been ordered to give to children throughout the tour, along with photos and albums.

The Royal Guardsmen will kick off the tour December 10 in Louisville with a benefit performance at the Toys for Tots shows. Roulette Records' Tommy James and the Shondells and other groups will also perform at this show.

Bushmen Acquire Studio In Expansion Maneuvers

ATLANTA—SSS International's recording group the Bushmen have acquired the Unlimited Sound Recording Studios here in a move that aids their expansion in the "self-contained" direction.

Bushmen Enterprises enables the team to make use of abilities in various aspects of recording and related fields. The organization is being developed to include a management agency, indie production company and BMI pubbery.



Entertaining Troops

Jimmy Smith recently spent some time at the Great Lakes Naval Hospital, where he entertained the troops and passed out albums. Gathered around Jimmy's organ are: Jimmy Smith, sp/4 Rodney Ogletree, Lance cpl. James Wilmot, and HN Jeffrey Riggs.

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Upcoming Events

A Schedule of Major Industry Events in the Coming Months

EVENT	DATE	PLACE
MIDEM	JAN. 21-27, 1968	CANNES, FRANCE
SAN REMO FESTIVAL	FEB. 1-3, 1968	SAN REMO, ITALY
NARAS GRAMMY AWARDS	FEB. 29, 1968	NY: NEW YORK HILTON CHICAGO: NOT FINALIZED HOLLYWOOD: CENTURY PLAZA NASHVILLE: HILLWOOD COUNTRY CLUB (TENTATIVE)
NARM CONVENTION	MAR. 17-22, 1968	HOLLYWOOD, FLA. DIPLOMAT HOTEL
COUNTRY MUSIC WEEK	OCT. 17-19, 1968	NASHVILLE, TENN.

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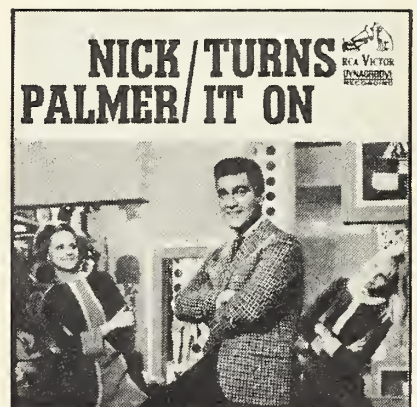
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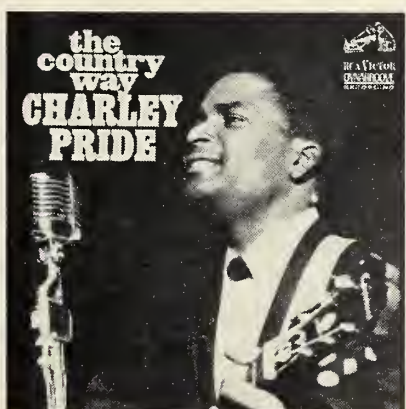
LPM/LSP-3867



LPM/LSP-3897



LPM/LSP-3894



LPM/LSP-3895

NEW
IN THE
VINTAGE SERIES

LPV-548

LPV-547

*Available on Stereo 8 Cartridge Tape

TV, Mag Exposure For Dirksen Christmas LP

NEW YORK—Senator Everett McKinley Dirksen's recently released "At Christmas Time" album will be the beneficiary of major television and consumer magazine exposure.

Kicking off what might well be called "Senator Dirksen Month," Look Magazine carries a lengthy and detailed pictorial story on the Senator in its December 12th issue, which hit newsstands last Tuesday (28). The story puts the spotlight on the Senator's recording session for his Christmas LP, which took place in New York last July.

New York ABC network flagship WABC-TV will screen for pre-holiday viewing a Senator Dirksen special, using live footage of the Senator at home and employing many of the cuts from the Christmas album as the background musical soundtrack. Special music and arrangements of carols is published by Chappell & Co. The program was produced by Lew Schwartz/Del Sol Inc. in association with Cochran-Mangum Productions, with Jim Cronin handling the actual producer-director assignment. The show is also being made available for holiday season syndication by WABC-TV.

In addition, the Senator will appear on the NBC-TV "Personality Show" on December 7. The month-long round of promotional activities will culminate on New Year's Day when Dirksen appears as the Grand Marshal of the Tournament of Roses Parade in Pasadena, California, to be screened on NBC-TV. Later during the winter of 1968, ABC-TV will also do a news special on the Senator, part of which was filmed at last July's New York disk session.

The Dirksen Christmas LP was produced for Capitol Records by Arch Lustberg, on assignment from M. A. Mangum Productions, prominent indie production firm. John Cacavas conducted the chorus and orchestra, and also wrote the background music for the package. Both Lustberg and Cacavas were active in similar roles in the Senator's two earlier Capitol LP's, "Gallant Men" and "Man Is Not Alone." All music written by Cacavas for the three Dirksen LP's is published by Chappell.

Capitol itself is understood to be blueprinting a strong promo drive on the new Dirksen Christmas LP. Details on this aspect of the campaign are expected to be announced shortly.

Columbia Releases Grant Xmas Single

NEW YORK—Columbia Records has released Cary Grant's debut recording, "Christmas Lullaby" c/w "Here's To You" in time for the holiday season.

"Christmas Lullaby" is a narrative sung by a father to his sleeping child on Christmas Eve. This lullaby was written by Peggy Lee in collaboration with Cy Coleman. "Here's To You" is a New Year's toast to old friends and features phrases in many languages, among them Gaelic, Spanish, Danish, Hebrew, French, German, and Chinese. This nostalgic refrain is the joint effort of Peggy Lee and Dick Hazard.

Turtles On Film

LOS ANGELES—A 16mm film showing the Turtles singing their latest White Whale single, "She's My Girl," is being distributed to markets across the country for airing on syndicated and local television shows. The film was produced by John Urie and Associates and is the first in a series of new Turtles promotions outlined by White Whale. "She's My Girl" is currently #20 on the Top 100.

Costa Moves To Coast

HOLLYWOOD — Prompted by the success of his first two motion picture scores, "Rough Night In Jericho" and "Madigan," composer-arranger-conductor Don Costa has moved his entire publishing and recording organization from New York to Los Angeles. Costa's new headquarters are located at 8961 Sunset Blvd. in Hollywood.



CashBox Platter Spinner Patter

Several WLIB-New York personalities have been honored for public service activities. On Friday night, November 17, at a Carnegie Hall concert in tribute to the late Langston Hughes by the Utterbach Concert Ensemble, Billy Taylor and Joe Bostic were among five outstanding Negro personalities who were cited for achieving recognition in their respective fields and for greatly aiding other Negroes attain recognition. Billy Taylor received the Cultural Award for his "vast achievements in the field of music . . . and efforts toward elevating Negro music, composers and musicians." Joe Bostic received the Humanitarian Award for his "outstanding leadership in Project Mississippi," which was a great outpouring of assistance for needy children in that state. Billy Taylor came in for additional plaudits on December 3, along with WLIB newsman Ed Samuels, when they were special guests of honor at an all-day "Salute to WLIB" for their assistance to "Operation Pied Piper," a project for the development and recognition of youthful talent in ghetto and crime-infested areas.

A write-in contest is being run by WHBR-Hanover, Pa., in conjunction with Decca Records on the label's new release, "Secret of Suzette," by Adonis, a new recording artist. The contest is being held on WHBR's 8-11 Nightbeat Show for 3 weeks. Winners will receive autographed copies of "Secret Of Suzette" and a KLH portable stereo phonograph.

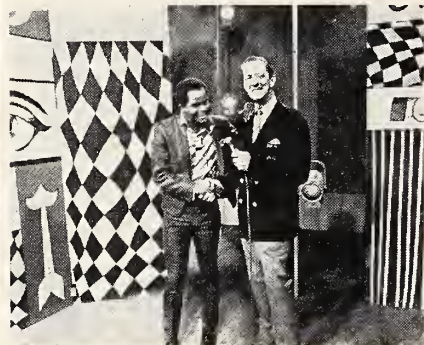
WMCA-New York Good Guy Harry Harrison celebrated his eighth anniversary of broadcasting with the outlet last month. Harrison is heard Monday through Saturday from 10 a.m. to 1 p.m. A particularly popular feature of his program is the Harry Harrison "Housewives Hall of Fame," with which he pays tribute to one winning housewife each day by presenting her with a dozen red roses. Since its inception, over 200 dozen roses have been given out to lucky listeners. This popular deejay's busy schedule includes appearances at community functions and hops around the Tri-State area. He is also host of "The In Sound," a U. S. Army program which is broadcast by over 1400 radio outlets throughout the country.

Jack Carney and Don Sherwood of KSFO-San Francisco have been busy aiding the needy during the Thanksgiving and Christmas season. Carney netted \$1557 in a two-day appeal for turkeys for St. Anthony's Dining Room. The money provided 315 turkeys to cover the needs for both Thanksgiving and Christmas. This is the sixth year Carney's listeners have provided turkeys for the needy. St. Anthony's Dining Room, run by the Franciscan priests and brothers, offers a full course holiday meal to the poor and needy of San Francisco, serving the traditional turkey and fixings to families as well as individuals. Sherwood traveled around the city in a fire engine on November 22 aiding the San Francisco Fire Fighters Local 798 in their annual collection of toys for the city's needy youngsters. This is the second year Sherwood has helped the firemen in their toy drive.

Six Honda Miami Sportcycles and a 1968 Sunshine Pontiac Tempest will be given to WFUN-Miami, Fla., listeners in the big "Tenna Ball promotion" being run by the outlet in cooperation with the 14 McDonald's Hamburger Drive-Ins in south Florida. To be eligible to win the prizes, south Floridians must pick up a colored FUN 'Tenna Ball at any McDonald's Hamburger location. The colored balls, designed to match any car's paint job, come in six brilliant colors: red, green, yellow, purple, pink, and blue. WFUN has recruited over 200 students and station employees to act as FUN 'Tenna Ball spotters. When a car with a colored FUN 'Tenna Ball is spotted, the driver

receives a card that makes him eligible for the grand prize drawing of the Hondas and the Pontiac. Each week a new Honda will be given away, and at the end of the promotion the Pontiac will be drawn for. In addition, over 500 copies of WFUN's "21 Golden Rocks" LP will be given to people with the Tenna Balls on their cars. It is estimated that over 300,000 of the FUN 'Tenna Balls will be given away by the 14 McDonald's Hamburger Drive-Ins during the course of the promotion.

"Where is Location 'X'?" That was the question being asked by KHJ-Hollywood listeners as the outlet's cash jackpot mounted steadily. Scores of listeners covered Los Angeles from the beaches to the valley, searching to find some of the KHJ clues. Across the country, thousands of people hunted for pseudo-twin peppermint sticks, an elephant, sprinkler in the breeze, and banana trees, hopeful of discovering the true identity of Location "X". The Location "X" jackpot, which opened at \$1000 and mounted at the rate of \$100 a day, triggered a barrage of mail and phone calls, indicating the contest as being the most successful in Boss Radio's two year history. Finally, sixteen days, 288 incorrect guesses and \$2600 later, Al York of North Hollywood revealed the correct identification of Location "X"—the Merry-Go-Round in Lincoln Park in Los Angeles.



JOE TEX HITS HIGH POINT: High Point, North Carolina, that is. Tex (left), appeared on the Dick Bennick Show on WGHP-TV in that area to sing his chart single on Dial, "Skinny Legs And All." Bennick is shown congratulating the artist on the success of the disk. The Dick Bennick Show, which has been on the air for a year and a half, features teenage dancers from local schools, cheerleaders, lip-sync contests, album drawings, live combos, and guest record artists.

SPUTTERS: For the third year, Carter B. Smith of KSFO-San Francisco was the auctioneer for the North County Mental Health Center in Daly City on December 1 at the Westlake Mental Health Center.

VITAL STATISTICS: Tom Rounds has resigned as program director of KFRC-San Francisco to assume the presidency of Charlantan Productions, Hollywood based film company . . . Tom Cross, formerly production manager at KPRS-Kansas City, Mo., is now production manager for KYAC-Seattle . . . Charlie Tuna, formerly a deejay with WMEJ-Hollywood, has joined KHJ-Hollywood . . . Roby Yonge, previously with WQAM-Miami Beach, will host his own 1 to 3 p.m. show on WABC-New York beginning January 1 . . . Thomas L. Brown, formerly a producer-director with KDKA-Pittsburgh, has been appointed assistant program manager at WOWO-Ft. Wayne . . . Ronnie Barrett has been named afternoon personality at WHK-Cleveland . . . Paul Jay Jacobson has been designated station manager of WQUA-Moline, Ill. . . . Bill Sherard, formerly operations manager of WOL-Washington, is now station manager of WAVZ-New Haven.

Bios for Dee Jays

Kenny O'Dell



Writer-vocalist-producer Kenny O'Dell was born Kenneth Gist, Jr., in Antlers, Oklahoma. He soon moved with his family to Santa Maria, California, where he attended high school. Majoring in music during the year he spent at Allen Hancock Junior College, O'Dell would bypass school assignments in favor of creating his own songs while class was in session. Signed to a contract with Duane Eddy's Loner Productions company, he composed "Jumpin' In The Wake," featured in an Eddy LP for RCA Victor. In order to supplement his income, O'Dell took on an assortment of jobs during those early days. He drove a shuttle bus, for example, at Vandenburg Air Force Base. O'Dell's big break came when Vegas Records topper Byron Hoffman placed him under contract to the firm. A recording session was scheduled, and "Beautiful People" was the result. The effort is number 47 on the charts this week. Another O'Dell composition, "Next Plane To London," recorded by the Rose Garden, is also riding the charts.

Sunshine Company



The Sunshine Company was formed early in 1967. The fivesome had been members of various folk-pop groups operating on the California club circuit. Finding a strong musical rapport among themselves, they rehearsed several original tunes and in short order accepted an offer to appear at the Mecca, where they were discovered by Bill McEuen, manager of the Nitty Gritty Dirt Band. Under McEuen's direction the group cut its first single for Imperial Records. The disk, "Happy," hit the Top 100, and was followed by "Back On The Street Again," their current single, which also made the charts. Singer-guitarist-composer Maury Manseau is leader of the group and along with bass guitarist Larry Sims, composes and arranges most of the Sunshine Company's material. Doug Mark is lead guitarist, and Merel Bregante, a former hard-rock group performer, plays the drums. Auburn-haired Mary Nance, the distaff member of the Sunshine, has been heard with other coast acts. The group's initial LP, "Happy Is," has recently been released.

MAGICAL MYSTERY TOUR
The Fool on the Hill Flying Blue Jay Way
Your Mother Should Know I Am The Walrus
All You Need Is Love
Penny Lane Baby You're A Rich Man
Hello Goodbye Strawberry Fields Forever



Includes 24-page full color picture book



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Pop Picks



THEIR SATANIC MAJESTIES REQUEST—Rollings Stones—London NPS 2

"It's Here" as the legend reads on the inside of the LP jacket. The Rolling Stones are back on the LP scene again with one of the more powerful sets in a long while. Some of the finer selections include: "She's A Rainbow," "2000 Light Years From Home," "Frontside," "In Another Land," and "Sing This All Together (See What Happens.)" This one is sure to follow the road to rapid success that the previous Stones LP's have trod.



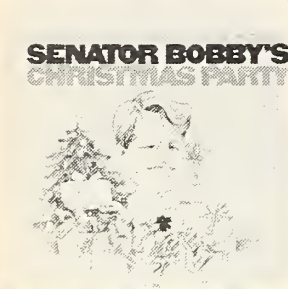
THE MAGIC GARDEN—5th Dimension—Soul City SCS 92001

Here's another fine set from the 5th Dimension. The set includes such delightful efforts as: the title track, "Summer's Daughter," "Carpet Man," "Ticket To Ride," "The Worst That Could Happen," "Orange Air," and "Paper Cup." This one's sure to see plenty of spins and sales.



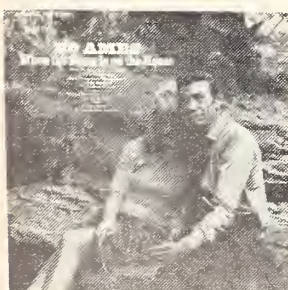
WILDFLOWERS—Judy Collins—Elektra EK/EKS 74012

Here's the long awaited "next one" in the line up of fine Judy Collins LP's. The set is arranged and conducted by Joshua Rifkin and features (in addition to others): 3 tunes by the artist, 3 tunes by Leonard Cohen, and 2 tunes by Joni Mitchell. "Albatross," "Michael From The Mountains," "Hey, That's No Way To Say Goodbye," and "La Chanson Des Vieux Amants" are outstanding tracks of an outstanding album.



SENATOR BOBBY'S CHRISTMAS PARTY—Chet Dowling & Bill Minkin—Columbia CI 2776/CS 9576

Written and produced by Chet Dowling and Bill Minkin, and starring Bill Minkin as Senator Bobby, this highly amusing comedy album should appeal to a wide variety of disk buyers. Minkin's caricature of Senator Kennedy is witty and inventive, particularly on such tracks as "What To Get The Kids," "Trimming The Tree," and "The Christmas Cards." Keep close tabs on this one. It could develop into a hot-selling item.



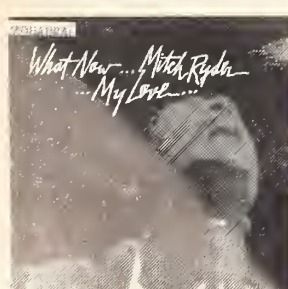
WHEN THE SNOW IS ON THE ROSES—Ed Ames—RCA Victor LPM/LSP 3913

Ed Ames, riding high on the popularity of his current single "Who Will Answer," offers this delightful collection of ballads. Some of the finer efforts on this set are: "More," "Timeless Love," "Two For The Road," "Let Me So Love," and "The Seasons Of Love." This one is likely to see plenty of spins and sales.



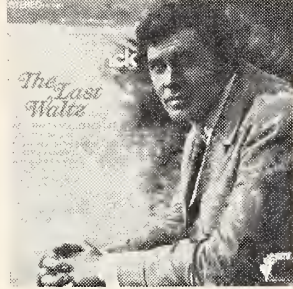
PLEASE LOVE ME FOREVER—Bobby Vinton—Epic LN 24341/BN 26341

Bobby Vinton follows up his chart hit, "Please Love Me Forever," with an album of the same title. In addition to the title tune, the disk features "Love Me With All Your Heart," "It's All In The Game," "P.S. I Love You," and "It's The Talk Of The Town." The artist is at the top of his form on the set, and the LP shapes up as a solid chart item.



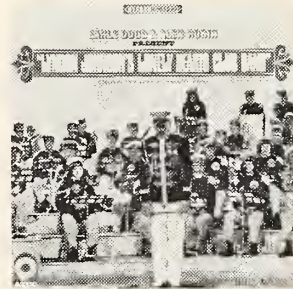
WHAT NOW MY LOVE—Mitch Ryder—Dyno-voice DY 1901/31901

Mitch Ryder creates plentiful excitement on a dynamic disk of pop outings. Included on the LP are "Let It Be Me," "I Make A Fool Of Myself," "Whole Lotta Shakin' Goin' On," and "Sally Go 'Round The Roses." The artist sings with energy and drive, and the album should stir lots of consumer reaction.



THE LAST WALTZ—Engelbert Humperdinck—Parrot PA 61015/PAS 71015

Engelbert Humperdinck lends his big ballad voice to a set of pop melodies. Included on the disk are the title song, "The Last Waltz," a recent chart item for the artist, "Two Different Worlds," "Am I That Easy To Forget," and "All This World And The Seven Seas." The album should soon be seeing brisk chart action.



LYNDON JOHNSON'S LONELY HEARTS CLUB BAND—Earle Doud & Alen Robin—Atco SD 33-230

A delightfully entertaining, highly satirical set, this is perhaps the finest Robin-Doud offering since, "Welcome To The LBJ Ranch." The package is laid out as a series of "interviews" with such characterizations as: Sen. Everett Dirksen, Pres. Lyndon B. Johnson, Gov. Ronald Reagan, ex V.P. Richard Nixon, and Sen. Barry Goldwater. This one is likely to do well (throughout the world) with those appreciative of good satire.



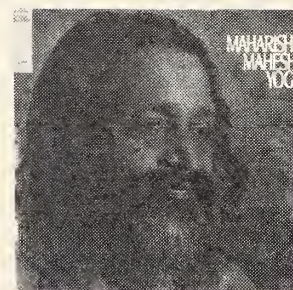
TRY IT—Standells—Tower T/ST 5098

Featuring "Try It" as the lead track, the package features the legend, "Banned," across the front and offers some of the best Standells to date. Some of the other powerhouse tracks include: "Can't Help But Love You," "Trip To Paradise," "All Fall Down," and "Riot On Sunset Strip." This LP is a strong candidate for sales especially among the teens and young adults.



SOMETHING ELSE AGAIN—Richie Havens—Verve/Forecast FT/FTS 3034

If you've "Experienced" Richie Havens before, you should be ready for this powerhouse follow-up LP. Among some of the more powerful tracks are: "The Klan," "Somethin' Else Again," "New City," "Sugarplums," and "Don't Listen To Me." This set is sure to do well both on the airwaves and in the marketplace.



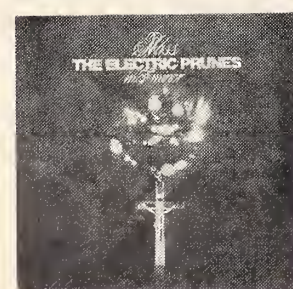
MAHARISHI MAHESH YOGI—World Pacific WPS 21416

His Holiness Maharishi Mahesh Yogi, founder of the International Meditation Society, Students International Meditation Society, and the Spiritual Regeneration Movement Foundation speaks of "Love" and "The Untapped Source Of Power That Lies Within." Likely to be a powerful sales item, especially in the light of the increasing international interest in transcendental meditation.



THE ANTHOLOGY OF INDIAN MUSIC VOLUME ONE—Various Artists—World Pacific WDS 26200

Featuring various artists such as: Ravi Shankar, Ali Akbar Khan, Balachander, and others, this set should meet with a great deal of popularity especially among collectors. The boxed, 3-record package also contains a colorful descriptive booklet on the music and the instruments. A highlight of the "Anthology" is a never before released discussion by Ravi Shankar on the history and appreciation of Indian music.



MASS IN F MINOR—Electric Prunes—Reprise R/RS 6275

The Electric Prunes perform "Mass In F Minor," by David Axelrod. The group's interpretation of the work in rock style is an interesting one, as evinced in such high spots as "Kyrie Eleison," "Credo," "Sanctus," and "Agnus Dei." Should be lots of spins and sales in store for this one.

Sunday,
December 17
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72732

Spanky And Our Gang

Will Perform Their Top 10 Hit
On The Ed Sullivan Show

Monday... A Sales Day!

PUBLISHED BY: SCREEN GEMS—COLUMBIA MUSIC INC., (BMI)
A JERRY ROSS PRODUCTION



Pop Best Bets

HENRY, SWEET HENRY—Original Cast—ABC ABCS-OC-4

Surviving so-so reviews, "Henry, Sweet Henry" is the song-and-dance version of the film, "The World of Henry Orient." Bob Merrill wrote the score, which isn't a study in continuously refreshing show music. However, there is charm in the title-number and the bittersweet waltz, "I Wonder How It Is." Stars on the LP are Don Ameche, Robin Wilson, Neva Small and Alice Playten, adequately described in the press as a "toy Mer-man." The fine studio recording is under the supervision of Larry Newton and Bob Thiele.

THE WORLD OF GOOD AND PLENTY—Douglas Good & Ginny Plenty—Senate (S) 21001

Douglas Good and Ginny Plenty offer a package of pop songs which are lilting and appealing. The selections include "She Is The We Of Me," "Livin' In A World Of Make Believe," "The Good Dr. Jefferson," and "I Played My Part Well." The album makes for enjoyable listening as the tunes are easy on the ear.

ON THE GROOVY SIDE—Lennon Sisters—Dot DLP 3829/25829

The Lennon Sisters offer a selection of pop tunes which bubble brightly on the turntable. The songs include "Goin' Out Of My Head," "Up, Up And Away," "I Will Wait For You," and "Ode To Billy Joe." The group performs in a sweet, perky manner, and the album should garner sales aplenty.

HUGH MASEKELA IS ALIVE AND WELL AT THE WHISKEY—Uni 3015/73015

Hugh Masekela delivers an impressive performance on an LP of pop ditties. The selections include "MRA (Christopher Columbus)," "A Whiter Shade Of Pale," "Son Of Ice Bag," and "Coincidence." The artist renders his material with dynamism, and the set should score heavily sales-wise.

Jazz Picks

IT'S WHAT'S HAPPENIN'—Clark Terry—Impulse A/AS 9157

Clark Terry plays Varitone Trumpet, an electronic trumpet, on a set of six jazz sessions. He is given strong support by George Duvivier, bass; Dave Bailey, drums; and Don Friedman, piano. The numbers include "Electric Mumbles," "Secret Love," and "Take The 'A' Train." Terry displays ease of execution and quickness of imagination, and the LP should find fast favor with jazz buffs.

THE BEST OF WES MONTGOMERY—Verve V/V6 8714

One of the best jazz guitarists in the business, Wes Montgomery is heard at his best on this album, which spotlights him in ten potent numbers, including "Tequila," "End Of A Love Affair," "Going Out Of My Mind," and "The Shadow Of Your Smile." Playing with feeling and finesse throughout the entire LP, Montgomery comes across with some of the grooviest sounds ever to be made on the six strings of a guitar. Should be a nice amount of sales action in store for this package. Watch it.

Classical Picks

ENRICO CARUSO, VOLUME III—Everest SCA 872

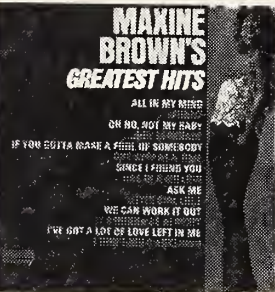
The timeless artistry of Enrico Caruso is showcased on this album from Everest Records' Great Voices of the Century series. The great tenor is heard singing "M'appari" from Flotow's, "Marta;" "O Paradiso" from Meyerbeer's, "L'Africana;" and "Miserere" from Verdi's, "Trovatore." The album should become a treasured addition to many a classical record library.

ORIGINAL SOUNDTRACK RECORDING COOL HAND LUKE
COMPOSED AND CONDUCTED BY LALO SCHIFRIN



COOL HAND LUKE—Original Soundtrack—Dot DLP 3833/25833

This album is the original soundtrack recording of the film, "Cool Hand Luke," starring Paul Newman. The music was composed and conducted by Lalo Schifrin, and the score features the rhythmic and harmonic patterns of rural America. Movie music fans should go for this one in a big way.



MAXINE BROWN'S GREATEST HITS—Wand WDM/WDS 684

Here's Maxine Brown at her very best, which is very good indeed. The artist sings fifteen tunes, including "Oh No, Not My Baby," "I Don't Need Anything," "If You Gotta Make A Fool Of Somebody," and "I've Got A Lot Of Love Left In Me." This potent LP shapes up as a real winner.



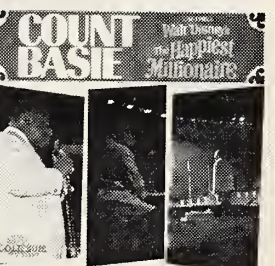
WITH LOVE A POT OF FLOWERS—Various Artists—Mainstream 56100/S 6100

Four groups are recorded here on an album of pop melodies. The Wildflower's "Wind Dream" is smooth and mellow. The Harbinger Complex offers "My Dear And Kind Sir" in the country-rock vein. The Euphoria presents the vibrant and exciting "Hungry Women." The Other Side renders "Streetcar," a hard rock ditty. A most pleasing musical anthology.



MODERN DELIGHTS—Don Costa—Verve V/V6-8702

Don Costa provides lush, full arrangements to a package of pop tunes. The sounds are refreshing and delightful, including such top efforts as "Up, Up And Away," "Can't Take My Eyes Off You," "Don't Sleep In The Subway," and "Ain't No Mountain High Enough." The album should enjoy heavy sales action.



COUNT BASIE CAPTURES THE HAPPIEST MILLIONAIRE—Coliseum D 41003/DS 51003

Employing Chico O'Farrill's excellent arrangements of the Richard M. and Robert B. Sherman score, Count Basie and His Orchestra capture well on this album the happy, trouble-free spirit of Walt Disney's musical flick, "The Happiest Millionaire." Top tracks include "Detroit," "I Want To Be Irish," "Watch Your Footwork" and "Fortuity." Basie's fans should really go for this one.



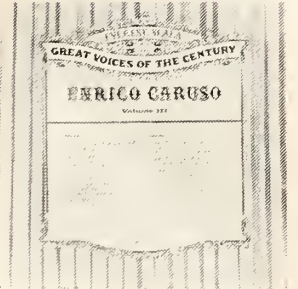
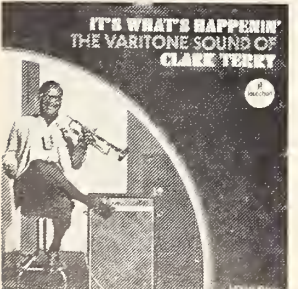
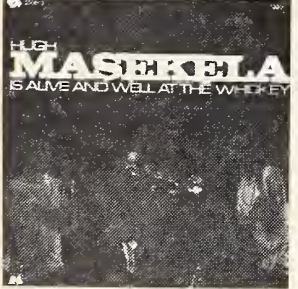
THE BEST OF JIMMY SMITH—Verve V/V6-8721

Solid jazz sounds are the order of the day on this striking album as famed organist-singer Jimmy Smith lends his brilliant talents to "Got My Mojo Workin'," "I'm Your Hoochie Cooche Man," "Walk On The Wild Side," "Hobo Flats" and four other exciting numbers. Smith is a great blues improviser, and, as the title of the set indicates, he is shown here at his best. "The Best Of Jimmy Smith" should sell extremely well in jazz circles.



ELECTRONIC MUSIC/MUSIQUE CONCRETE—Mercury SR 2-9123

Subtitled "A Panorama of Experimental Music," this highly interesting album spotlights the works of eleven modern composers, including Luciano Berio, Bruno Maderna, Herbert Eimert and Pierre Henry. No instruments, as such, are employed in any of the compositions on the set. The music is created by electronic impulses, vibrations, etc. in combination with a variety of other sounds. The LP was recorded at four different sound laboratories under the supervision of Pierre Henry.





Claudine Longet

“Snow”

B/W “I Don’t Intend To Spend Christmas Without You.”

WATCH CLAUDINE ON THE ANDY WILLIAM’S CHRISTMAS SPECIAL/DECEMBER 13

A&M 895





The Golden Mike

Ella Fitzgerald, NATRA'S woman of the year, is shown accepting her Golden Mike trophy from NATRA board member Eddie O'Jay (left) and Del Shields (right), executive secretary of NATRA. The presentation was made during the lark's recent engagement at the Royal Box at the Americana Hotel.

Music and Lyrics by Johnny Marks

The Hit TV Musical Spectacular, starring the voice of BURL IVES, 4th annual showing Friday, Dec. 8, 7:30-8:30, NBC. Presented by General Electric.

RUDOLPH THE RED-NOSED REINDEER

Original Sound Track on Decca Records

51,000,000 Record Seller

Over 350 Versions

15 New Releases

From the Background Score — Reprise

FRANK SINATRA AND FRED WARING

I HEARD THE BELLS ON CHRISTMAS DAY

Ed Ames, Kate Smith, Bing Crosby, Harry Belafonte, Eddy Arnold, Burl Ives, Bert Kaempfert, Fred Waring, Chet Atkins, Dick Liebert, Carillon Bells (Decca), Sound Spectacular (Victor), Lester Lanin, Dennis Day, Robert Rheims, Johnny Kaye, Living Voices (Camden), Decca Concert Orch., etc.

BRENDA LEE

Sings the International Perennial Hit

ROCKIN' AROUND THE CHRISTMAS TREE

(Decca Records)

BURL IVES

Sings his Perennial Hit from the Rudolph Show

A HOLLY JOLLY CHRISTMAS

(Decca Records)

ST. NICHOLAS MUSIC, INC.

1619 Broadway, New York, 19, N. Y.

Urie's Songs-To-See Show Bright Progress

LOS ANGELES—With pre-filmed performances of current singles booming, Urie and Associates have stepped up production of mini-films for the "songs-to-see" drive.

The company, which is a producer of television commercials, has been working in the mini-film field for more than five months spotlighting groups like the Turtles, Boyce & Hart, Sergio Mendes & Brasil '66, and the Buckinghamhs for performances that are more attractive than lip-sync appearances.

Many of the productions from Urie and Associates have been used regularly on the Smothers Brothers CBS-TV as a spotlight attraction. In recent weeks the show's producers Saul Ilson and Ernest Chambers have commissioned Urie to create some far-out film images for guest stars including Paul Revere & the Raiders, the Hollies and the First Edition. Each film short is integrated into the "live" appearances in order to lend a free-form quality to the performance.

Discussing the new form, Urie noted: "Today's music demands creative visual presentation and more and more groups and their managers are beginning to realize this. Youthful audiences 'groove' on images and expect polished, exciting presentations on their TV screens. Television appearances can no longer be effective with the group just standing there and lipping a record."

U.S.-Bermuda Musicians Okay Reciprocal Accord

NEW YORK—Negotiations have been concluded for a reciprocal working agreement between American and Bermudan professional musicians last week according to an announcement from the negotiating organizations, the American and Bermuda Federation of Musicians.

Principal terms of the agreement provide that requests from the Bermuda organization to the AFM for listing on the "Unfair Listing" or "Defaulters Listing" be handled by the AFM in the same manner as requests from its own locals; and that contracts by AFM members for Bermuda engagements first be approved by the AFM. The American Federation will then turn down contracts if the Bermuda organization objects for reasons relating to local minimum scale of the Bermuda Federation, or if the music purchaser has an Unfair or Default status with the Bermuda Union.

Randy Irwin Joins Metric

BEVERLY HILLS, CAL.—Randy Irwin has joined Metric Music (BMI) as east coast representative, it was announced last week by Mike Gould, general manager of the Metric Music Group. Irwin's experience includes tenures at TM Music (BMI) and Mancini Music (ASCAP).

Irwin's offices will be located at 1776 Broadway here in New York.



A RING OF APPEARANCES—Decca's Hobbits hobbled around from display to display while in New York recently. Top photo shows the group at the King Karol shop on 42nd St. posed with co-owner Phil King. Middle photo shows the group at the Lexington Ave. Record Center. The bottom photo shows the Hobbits posed at the Doubleday store at 5th Ave. and 53rd St. The promotion proved to be highly successful for the group.

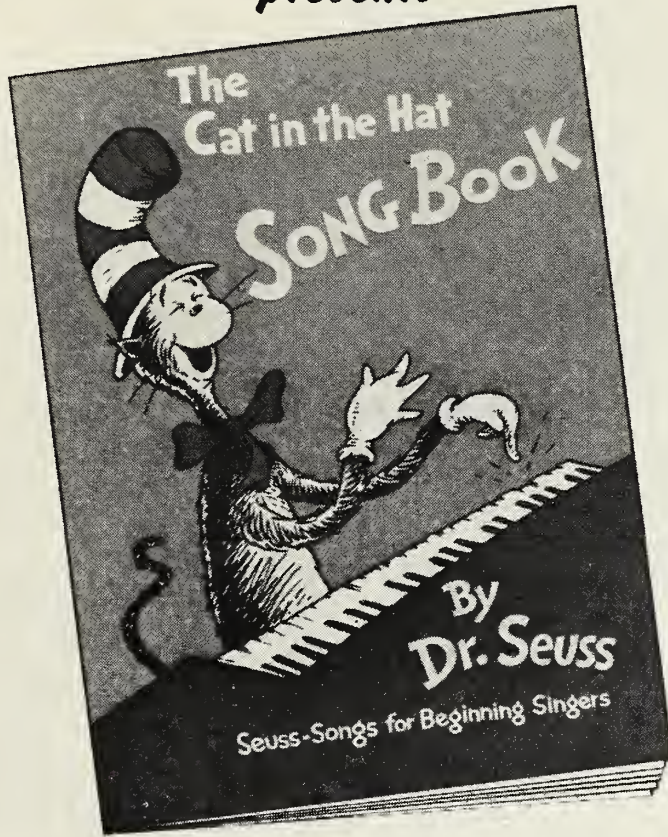
Dr. Seuss presents for Christmas

These best selling stories and songs on records to delight every child.

Over 15 Seuss-songs for beginning singers.



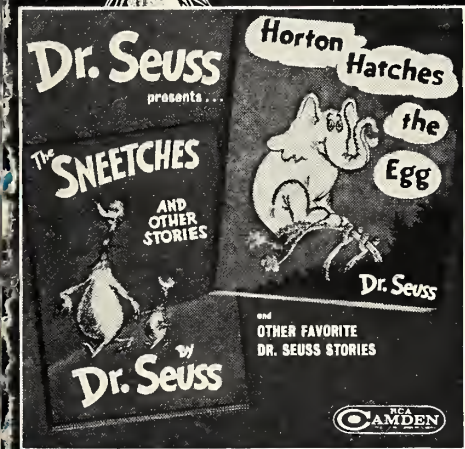
Dr. Seuss presents



© Dr. Seuss

Music by Eugene Poddany

CAL/CAS-1095



*CAL/CAS-1051

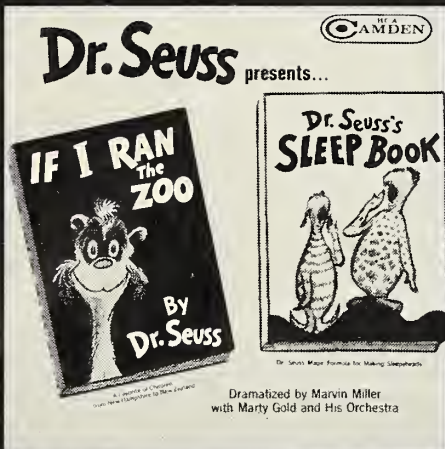


*CAL/CAS-1035

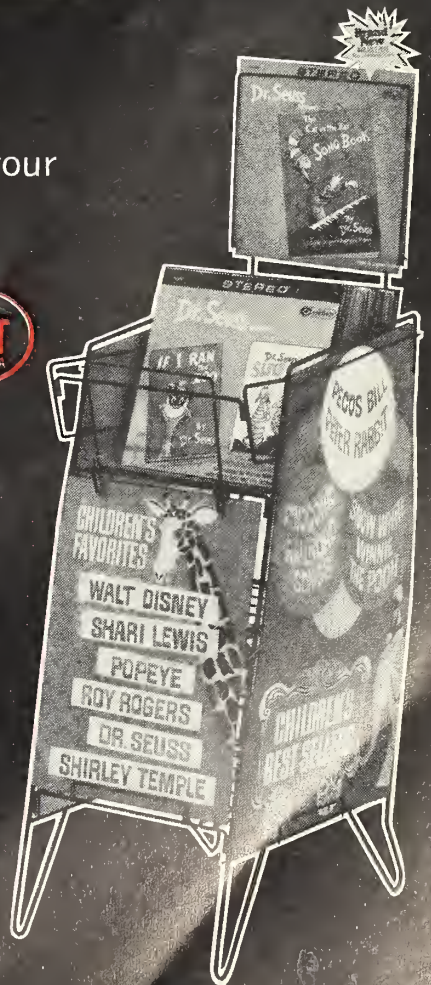
This wire rack neatly holds and displays your Dr. Seuss albums. See your distributor for special point of sale offer.



CAL/CAS-1063



CAL/CAS-1078



*Available on Stereo 8 cartridge tape



ON THE RIVERBOAT — Al Hirt, RCA Victor's prize trumpeter, debuted on Friday, Nov. 24, at New York's haven for the big-band and other instrumental sounds, the Riverboat. Present for the occasion were: (top

photo) Norman Racusin, vp and general manager of RCA and Jo Walker of the Country Music Association, posing with Al; (center photo): Al and RCA A&R exec, Steve Sholes; (bottom photo): Al and George Albert, president & publisher of Cash Box and his wife, Edna.

YOU DON'T KNOW ME ELVIS PRESLEY	RCA VICTOR Brenner Music
SAN FRANCISCO NIGHTS ERIC BURDON & ANIMALS	MGM Slamina Music, Inc. Sea-Lark Ent Inc.
GOOD TIMES ERIC BURDON & ANIMALS	MGM Slamina Music, Inc. Sea-Lark Ent Inc.
WHAT'S IT GONNA BE DUSTY SPRINGFIELD	PHILIPS Rumbalero Music, Inc. Ragmar Music, Inc.
LOVEY DOVEY BUNNY SIGLER	PARKWAY Progressive Music Pub. Co., Inc.
YOU'RE NEVER GONNA GET MY LOVIN' ENCHANTED FOREST	AMY Pumbalero Music, Inc. Kenny Lynch Music, Inc.
HERE COMES HEAVEN EDDY ARNOLD	RCA Hill & Range Music, Inc.
THE IDOL THE FORTUNES	U.A. Noma Music, Inc. Fortitude Music, Inc.
HIS SMILE WAS A LIE THE FORTUNES	U.A. Noma Music, Inc. Fortitude Music, Inc.
WAITIN' FOR CHARLIE TO COME HOME MARLENA SHAW	CADET Doffl Music, Inc.
ANY DAY NOW PAT LUNDY	COLUMBIA Plan Two Music, Inc.
WATERLOO SUNSET THE KINKS	REPRISE Noma Music, Inc. Hi-Count Music, Inc.
TWO SISTERS THE KINKS	REPRISE Noma Music, Inc. Hi-Count Music, Inc.
SHE BELIEVES IN ME SAMMY DAVIS, JR.	REPRISE Noma Music, Inc. Smooth Music, Inc.

THE ABERBACH GROUP
1619 Broadway, New York, N. Y.

Cherry Cuts 'Lonely Rider'

HOLLYWOOD — Monument Records' Don Cherry has just recorded a song called "Lonely Rider," which will serve as the main theme for the soundtrack of "Will Penny," a new Paramount Pictures flick starring Charlton Heston. The recording was made as a result of negotiations between Steve Poncio, vice president of sales and merchandising for Monument, and William R. Stinson, executive vice president and general manager of Paramount Pictures' music publishing division.

In addition to the soundtrack recording, Cherry will also cut a single record version of "Lonely Rider" for Monument this week so that the disk can be issued by mid-January overseas in time for the advance showings of "Will Penny" abroad. The "Lonely Rider" single will be released in the U.S. sometime in February, tying in with the March premiere of "Will Penny" in this country.

Monument's distributors in the U.S. and their international licensees will coordinate their activities with the local Paramount film offices in exploiting the Cherry record. Globally, the foreign publisher representatives of Famous Music (ASCAP), publishers of the David Raksin, Bob Wells-penned ballad, will make a big push on behalf of the Cherry record in conjunction with Monument's foreign licensees in advance of the February openings of the film overseas.

Internationally, Monument distributors will take advantage of Paramount advertising campaign art in issuing a four-color "Will Penny" 45 rpm sleeve with the Cherry single. Cherry will etch numerous spot announce-

CashBox Top 100 Labels

A.B.C.	29, 54	Lourie	56
A&M	84	Liberty	6, 9, 27, 31, 34, 99
Acto	58	London	83
Atco	17, 21, 28	Melo	26
Atlantic	25, 42, 55, 73, 76, 77, 86	Mercury	18
Bong	35	MGM	2, 96
Bell	60	Motown	11
Brunswick	40	Parkway	23
Buddah	89	Poulo	53
Bunky	45	Philips	36, 62
Cadet	33, 50, 71, 74	Phil-LA of Soul	19
Collo	81	Pop Side	95
Copitol	7, 22, 30, 39, 41, 61, 93, 94	RCA Victor	67, 79
Colgems	1, 92	Reprise	13, 66
Columbia	24, 38, 57	Rising Sun	12
Crimson	37	Shout	65
Diamond	90	Smash	10
Dionn	59	Scepter	5
Double Shot	68	Soul City	44
Decco	15	Soul	3, 64
Duke	87	Stox	33
Dunhill	70	Tomlo	8, 48
Elektro	51	U.N.I.	4
Epic	14, 16, 46, 72, 78, 80	Vogos	47
Gamble	97	Verve Forecast	43, 88
Gordy	32	Wand	91
Hot Line	82, 100	Worner Bros.	49, 52, 69, 75
King	63	White Whale	20
Immediote	85		

Chris & Peter Allen Pacted By Mercury

NEW YORK—Mercury Records has signed Chris and Peter Allen.

The long term, exclusive pact was announced by Mercury executive vice president Irwin H. Steinberg, following negotiating with the duo's agent, Dick Friedberg of Premier Talent Associates.

Chris and Peter Allen initially achieved popularity in America following their first appearance on the Johnny Carson Show last April. So strong was the impression they made that Carson signed them for a total of 26 appearances over a year's period. Their American emergence followed several successful years as veterans of the night club circuit in their native Australia where they had worked as a performing duo since their mid-teens. During this period they also starred in Australia's top-rated TV variety show.

Their act has been billed by many as "the generation gap" because of its appeal to both adult and young audiences. In recent months nitery appearances have included clubs such as The Roostertail, Detroit; Suttmillers, Cincinnati; The Embers, Indianapolis and others with Chicago's Mr. Kelly's and the Diplomat Hotel in Miami scheduled in the next few months.

Recent concert appearances have taken them to the campuses of Syracuse University, Notre Dame, Washington and Lee, University of Pittsburgh and numerous others.

In addition to their Carson TV appearances, they have had video exposure with the Mike Douglas Show and have signed for two Hollywood Palace Shows, the first of which airs on January 20th.

In April of '68 they are scheduled to combine a family visit to Australia with an appearance at the Checkers Club in Melbourne, after which they go to England for Talk of the Town in May and on to France and Monaco where they will perform at an international charity benefit.

ments and interviews for airing on local stations abroad including Radio Luxembourg, Europe Number One, Radio Monte-Carlo, Radio Singapore, and the BCC.

Ed Sullivan Makes P.A. At Korvette For Albums

NEW YORK—On behalf of his two new albums in Columbia Records' "Ed Sullivan Presents" series, Ed Sullivan made personal appearances last Tuesday (28), at the Korvette stores on Fifth Avenue and at 34th Street, meeting customers of the stores and autographing copies of his albums. On hand to greet Sullivan was Dave Rothfeld, merchandising manager of E. J. Korvette's record division.

"Ed Sullivan Presents Music Of Christmas" is a collection of familiar Christmas melodies especially chosen by Mr. Sullivan for the album and performed by orchestra and chorus. The album cover is a family portrait of Ed Sullivan and his five grandchildren gathered around a Christmas tree. "Ed Sullivan Presents The Last Two People In The World" features the comedy team of Jerry Stiller and Anne Meara, who have gained wide popularity with their appearances on "The Ed Sullivan Show." These albums are the first releases in Columbia's "Ed Sullivan Presents" series.

Columbia will promote both albums with a TV Guide ad scheduled to appear in the December 9 issue and with newspaper ads in major markets.

Korvette's Fifth Avenue and 34th Street stores will devote an entire window this month to the Ed Sullivan Christmas album. Both albums will be featured in major floor displays in the record departments of all Korvette stores.

Special Score Gains In Singles Releases

NEW YORK—Several records have already been released featuring selections from the soon-to-be-aired (18) hour-long color special of "Cricket on the Hearth." The program, based on Charles Dickens' Christmas classic, is to be broadcast over the NBC-TV network.

Danny Thomas' "The First Christmas" and was the initial record release from the show, and last week Jack Jones' Kapp recording of "Don't Give Your Love Away" was added to the growing list. Thomas is also featured in the RCA Victor soundtrack LP, which also includes Ed Ames, Abbe Lane, Marlo Thomas the Norman Luboff Choir and the Maury Laws Orchestra.

Jules Bass, who produced "Cricket" is co-author of the score with Maury Laws. The work is in the Gil/Pincus catalog, which also contains soundtrack material from NBC's "Tarzan" series and the ABC-TV "King Kong" show.

You're Invited To The Wedding...

STEP SD 8159

Here Comes The Bird



WRITTEN & PERFORMED BY

Kenny
Solms
&
Gail
Parent



ATLANTIC 8159/SD8159

An affectionate, irreverent and hilarious take-off on the Lynda Bird Johnson-Chuck Robb White House Wedding, created by two talented comedy writers from the Carol Burnett TV show, Kenny Solms and Gail Parent.



Orpheum Inks Courtney, Hebb, & William Hunt

NEW YORK—Lou Courtney, the Hebb, and William Hunt have been signed to long term recording contracts by Orpheum Productions, according to an announcement by Otis Smith, vice president and general manager of the firm.

Smith states that the new label, "Popside" which has been in existence for a short 2½ months, has taken significant stance in the R & B and Pop markets with the recordings of "Hey Joyce" by Lou Courtney, and "This Thing Called Love" by The Hebb.

Future plans for Orpheum Productions will be to start a new label named "Streamside." On "Streamside," a forthcoming release will be "Would You Believe" sung by William Hunt, and written by Bobby Hebb. Smith believes this tune relates to Bobby Hebb's big smash, "Sunny."

Orpheum also plans to put a duo on "Streamside" entitled "We Belong Together." The male vocalist will be Lou Courtney, and the young lady's name will soon be announced.

The majority of our releases will be produced by Robert Bateman who has had such tunes as "Please Mr. Postman" and "Playboy," by the Marvelettes; "Misty," by Lord Price; "If You Need Me," by Wilson Pickett; "Shop Around," by the Miracles; and "Skate Now," "Do The Thing," and "Hey Joyce," by Lou Courtney.

Walter Gross Dies at 58

HOLLYWOOD—Walter Gross, 58, died last Monday (27) of undetermined causes. An autopsy was said to be held to determine cause of death. Found unconscious by friends at his apartment, he was rushed to St. Joseph Hospital in Burbank where he died about an hour later.

A native New Yorker, Gross was a child pianist at ten, playing concerts. He later played with the orchestras of Andre Kostelanetz, Paul Whiteman, and Tommy Dorsey. After World War II he composed and arranged for Frank Sinatra, Mel Torme, Gordon McRae, and the late Buddy Clark, among others.

After his big hit, "Tenderly," scored in 1947, Gross concentrated primarily on composing. Among his other songs are "Mexican Moon," "Your Love," "Just A Moon Ago," and "I'm In A Fog About You."

He is survived by a sister, Mrs. Ethel Williams of New York.

Laff Inks Two

LOS ANGELES—Laff Records has just signed two new acts, the comedy team of Pepper Davis and Tony Reese, and comedian-singer-writer Dick Curtis. Davis & Reese's first Laff disk will be waxed live at the Desert Inn in Las Vegas. Curtis' initial Laff recording will be cut live at the Horn in Santa Monica, California.

Laff Records was recently formed (address is 1607 South La Cienega Boulevard, Los Angeles 90035) to produce records exclusively for the comedy market. The label specializes in recording live shows.

MUSICIANS WANTED

Permanent backing group needed — Guitarist, Bass, Drummer and Organist for international travel and other groovy gigs, with major Top 10 record artist.

Contact: Mr. Ray Passman
581-3747

Between 3-6 PM Weekdays

Hi Goes With Cautions

ST. LOUIS—Hi Records, the Memphis-based subsidiary of London Records, has signed a group called the Cautions to an exclusive, long term recording contract. Hi exec Ray Harris said he expects to issue the group's first single within the next few weeks.

The Cautions have been building a reputation in the St. Louis area, and they have made several tours in adjoining states. They perform show tunes, ballads, country tunes, jazz and rhythm n' blues . . . all with a soul-pop beat.

The Cautions include Chuck Ramsay, lead guitar; Art Kraatz, bass; Jack Spellazza, organ, sax and vocal; George Kovitch, drums; and Lonnie Hamm, lead singer. The Cautions write all their own material.

Ken Keene is the group's personal manager.



HE'LL STOW AWAY—Milt Bereson, owner of the musical sales one-stop in Baltimore, has been declared one of the stowaway winners in Capitol's Mediterranean Odyssey contest. Bereson is shown here as he poses with a map showing the itinerary for his odyssey.

Verve & Verve/Forecast Hold Promo Meet In Italy

NEW YORK—Verve and Verve/Forecast will hold a national promotion meeting in New York City on Dec. 4 through 6. In addition to distributors and promo men from throughout the country, the meeting will be attended by Jerry Schoenbaum, label topper; Ron Weisner, national promotion director for Verve and Verve/Forecast; Mort Weiner, single sales manager; and Art Denish, album sales manager. Lou Fields, the labels' west coast operations manager, will attend, as will A&R men Tom Wilson and Esmond Edwards.

Ninandy Records Bows

NEW YORK—A new label, Ninandy Records, has been formed by Andy Stroud, president of Stroud Productions, as a division of his production firm. Ninandy will operate from Stroud's offices at 507 Fifth Avenue here in NY. Gene Burleson has been named general manager of the new label.

The first Ninandy disk, "Soul Man" b/w "It Be's That Way Sometimes" by Montego Joe, was issued last week.

Samuel Waymen, a composer-pianist-singer, is also on the label's roster, and an album by Billy Taylor is planned for the near future.

Stroud Productions also incorporates Ninandy Music (BMI), Rolls Royce Music (ASCAP) and an artists management wing. Artists that are managed by Stroud Productions are Nina Simone, Montego Joe and Scoey Mitchell, a young comedian, who, as the reader has just seen, spells his last name with three "l's."

Stroud recently placed Miss Simone and Mitchell with the William Morris Agency. William Morris is currently lining up TV guest appearances for both artists.



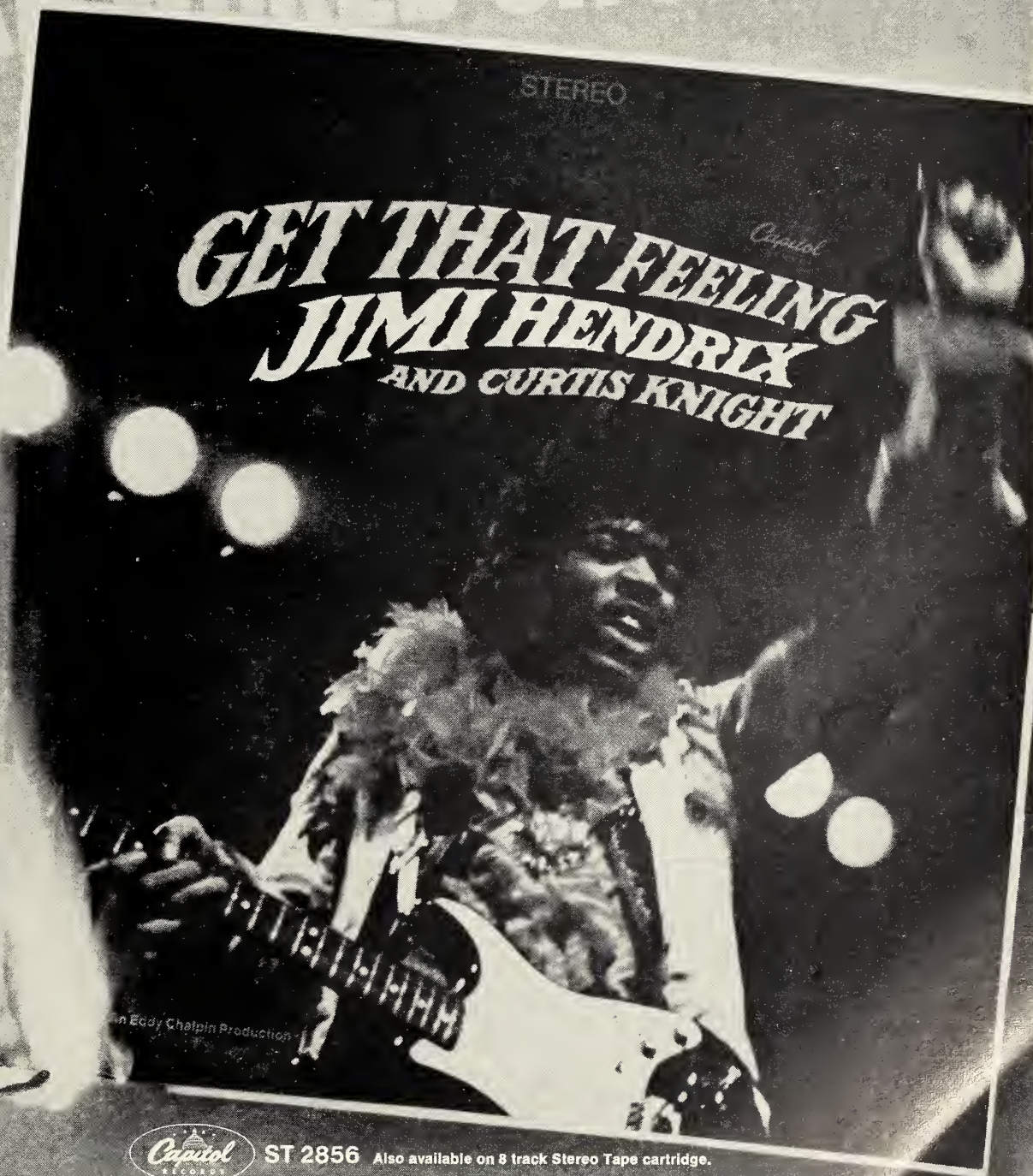
Top 50 In R & B Locations

1	I HEARD IT THRU THE GRAPE VINE Gladys Knight & Pips (Saul 35039)	1	26	SOCKIN' 1-2-3-4 John Roberts (Duke 425)	27
2	PATA PATA Miriam Makeba (Reprise 0606)	2	27	COME SEE ABOUT ME Jr. Walkers & The All Stars (Saul 35041)	31
3	I SAY A LITTLE PRAYER Dianne Warwick (Scepter 12203)	4	28	LOVE POWER Sandpebbles (Calla 141)	28
4	BOO-GA-LOO DOWN BROADWAY Fantastic Johnny C (Phil L.A. of Saul 305)	5	29	SINCE YOU SHOWED ME HOW TO BE HAPPY Jackie Wilson (Brunswick 55354)	30
5	IN AND OUT OF LOVE Diana Ross & Supremes (Motown 11)	10	30	UNITED Part I United Makers (Gamble 210)	32
6	STAGGER LEE Wilson Pickett (Atlantic 2448)	7	31	BACK UP TRAIN Al Greene (Hat Line 15000)	39
7	EVERLASTING LOVE Robert Knight (Rising Sun 705)	9	32	SHAME ON ME Chuck Jackson (Wand 1166)	35
8	YESTERDAY Ray Charles (ABC 11009)	12	33	UP TIGHT GOOD MAN Laura Lee (Chess 2030)	40
9	CHAIN OF FOOLS Aretha Franklin (Atlantic 2464)	-	34	TOUCH OF BLUES Bobby Bland (Duke 426)	37
10	SOUL MAN Sam & Dave (Stax 231)	3	35	STORYBOOK CHILDREN Billy Vera & Judy Clay (Atlantic 2445)	38
11	SKINNY LEGS AND ALL Jae Tex (Atca 4063)	8	36	LOVE IS STRANGE Peaches & Herb (Date 1574)	33
12	A NATURAL WOMAN Aretha Franklin (Atlantic 2441)	6	37	MR. DREAM MERCHANT Jerry Butler (Mercury 72721)	36
13	HONEY CHILE Martha Reeves & Vandellas (Gardy 7067)	14	38	THE LETTER Bax Taps (Mala 565)	34
14	I'LL BE SWEETER TOMORROW OJays (Bell 691)	18	39	DETROIT CITY Salaman Burke (Atlantic 2459)	48
15	TELL MAMA Etta James (Cadet 5578)	17	40	WANTED: LOVER NO EXPERIENCE NECESSARY Laura Lee (Chess 2030)	47
16	I'M WONDERING Stevie Wonder (Tamla 54157)	15	41	SOMEBODY'S SLEEPING IN MY BED Johnny Taylor (Stax 235)	42
17	PIECE OF MY HEART Erma Franklin (Shout 221)	19	42	WINDY Wes Mantgamery (A&M 833)	43
18	I'M IN LOVE Wilson Pickett (Atlantic 2448)	25	43	I CAN'T STAND MYSELF James Brown (King 6144)	-
19	YOUR PRECIOUS LOVE Marvin Gaye & Tammi Terrell (Tamla 54156)	-	44	IF I COULD BUILD MY WORLD AROUND YOU Marvin Gaye & Tammi Terrell (Tamla 54156)	49
20	WHERE IS THE PARTY Helena Ferguson (Compass 7009)	20	45	COUNT THE DAYS Irez & Charlie Faxx (Dynamia 112)	50
21	AND GET AWAY Esquire (Bunky 7752)	22	46	SOUL MAN Ramsey Lewis (Cadet 5583)	45
22	O-O I LOVE YOU Dells (Cadet 5574)	21	47	I HAVE NO ONE B'g Jahn Hamilton (Minaret 129)	46
23	I SECOND THAT EMOTION Smakey Robinsan & Miracles (Tamla 54159)	44	48	SOMETHING'S MISSING 5 Stairsteps (Buddah 20)	-
24	I CALL IT LOVE Manhattan (Carnival 533)	24	49	SPOOKY Classics IV (Imperial 66259)	-
25	ALL YOUR GOODIES ARE GONE Parliaments (Revilat 211)	23	50	FUNKY WAY Calvin Arnard (Venture 605)	-

**Jimi Hendrix burns
his axe in Monterey!**

**JIMI HENDRIX SCORCHES THE
CHARTS WITH HIS SINGLE!**

**JIMI HENDRIX SETS THE
RECORD WORLD ON FIRE!**



ST 2856 Also available on 8 track Stereo Tape cartridge.

Epic Offers December Albums, Tapes

NEW YORK—Epic Records and Okeh Records has released a group of diversified album and tape product for the month of December.

Epic Records is issuing the following nine popular albums: "A Gift From A Flower To A Garden," Donovan, a special two-record boxed set. The two albums from this set are also available as separate LP's: "Wear Your Love Like Heaven" and "For Little Ones." (See separate story on this page). The other six packages are: "Dear Eloise/King Midas In Reverse," the Hollies; "The Incredible Liverpool Scene," written and performed by Adrian Henri and Roger McGough; "A Drop Of The Hard Stuff," the Dubliners; "The Wacky

World of Mother Goose," original soundtrack starring Margaret Rutherford as Mother Goose; "Doctor Dottle Loves Jazz," Gordon Beck + 2; and "Voodoo Jazz," Jho Archer.

Three 8-track stereo tape cartridges are being released by Epic in December. They are: "Lulu Sings To Sir With Love," "Id Music," the Third Rail; and "Even The Bad Times Are Good/Silence Is Golden," the Tremeloes.

Epic is offering three 4-track stereo tape cartridges in December. They are the same as the above three 8-track tapes.

Okeh Records is releasing a gospel LP, "Dorothy Lovecoates And The Gospel Harmonettes."

Ampex To Release ABC LP's On Tape

ELK GROVE VILLAGE, ILL.—Ampex Stereo Tapes will issue albums from four major recording labels of ABC Records on four and eight-track cartridges and cassettes, according to Donald V. Hall, AST general manager.

Ampex and ABC have signed a new contract that will permit AST to release music in four and eight-track cartridges and cassettes on ABC, Command, Impulse, and Dunhill. A fifth ABC label, 20th Century Fox, will be issued by Ampex in the cassette configuration.

First albums will be available shortly.

Kapp Execs Set Trek To Bow Jan. Product

NEW YORK—Kapp Records will present the company's Jan. album release via personal meetings between the label's top execs and its distributors right after the first of the year. The execs will be assigned areas where they will personally introduce the new product.

Sid Schaffer, sales vp, together with Hy Grill, executive A&R director, will cover the west coast and parts of the midwest, including Los Angeles, San Francisco, Seattle and Detroit.

Joe Berger, Kapp's national sales manager, together with Gene Armond, national promotion manager and Norm Leskiw, district sales manager of the Midwest, will cover the rest of the Midwest. Berger, and Armond with Vic Chirumbolo, district sales manager of the east coast, will cover the east.

Schaffer indicated that he and his entire staff felt that the forthcoming Kapp January release was the strongest that the label ever assembled.

RCA Offers 19 Stereo 8 Cartridge Tapes In Dec.

NEW YORK—19 new Stereo 8 cartridge tapes are being released by RCA Victor for the month of December.

Popular cartridges coming out this month include: Elvis Presley's Original Soundtrack Album from the motion picture "Clambake"; the Jefferson Airplane's "After Bathing at Baxter's"; Peter Nero's "Nero-ing In On The Hits"; the twin-pack of Chet Atkins' "Class Guitar" and "Down Home"; Jim Edward Brown's "Popatop" (formerly titled "Just Jim"); the original cast album of the tribal love-rock musical, "Hair"; Nina Simone's "Silk and Soul"; the Variety Pack, "Country Showtime, Volume 2," featuring Floyd Cramer, Fannie Flagg, Connie Smith, and Waylon Jennings; and "The Sons of the Pioneers Sing Campfire Favorites."

Red Seal cartridges for December are: Heifetz/Munch/Boston Symphony performing Mendelssohn's "Concerto in E Minor" and Prokofiev's "Concerto in G Minor"; Beethoven's "Concerto No. 3" with Arthur Rubinstein performing with the Boston Symphony Orchestra, conducted by Erich Leinsdorf; and the twin variety pack "Great Moments From Grand Opera, Volume 2," featuring the voices of Carlo Bergonzi, Jussi Bjöerling, Montserrat Caballe, Mario Del Monaco, Anna Moffo, Birgit Nilsson, Jan Peerce, Leontyne Price, Rise Stevens, Renata Tebaldi, Richard Tucker, Cesare Valletti, Jon Vickers and others.

Colgems product includes the debuts of "The Lewis and Clarke Expedition" and "Sally Field, Star of the Flying Nun." The sole Camden release is the twin-pack "Music From Thoroughly Modern Millie" and "Let the Good Times In" by the Ragtimers.

Other selections include: the Wand album, "The Kingsmen Greatest Hits," among which are "Louie, Louie," "Death of An Angel," "Money," "Anne Fannie," and "Jolly Green Giant" in a total of 14 hits featured, as well as the White Whale album, "The Turtles: Golden Hits," the second album by the Turtles released this fall in Stereo 8.



CashBox Album Plans

DIAMOND—One free for every 5 purchased. Expires December 31.

DUKE-PEACOCK—Buy-7-get-one-free. No expiration date has been set.

FORTUNE—1 free when 6 are purchased in any combination. No time-limit.

GATEWAY—Two free for 10 purchased on entire catalog. No time limit.

JEWEL-PAULA—One free for five purchased on entire catalog. No expiration date.

LITTLE-DARLIN'—Special 2 on 10 deal on all product. No expiration date.

MONMOUTH-EVERGREEN—1 free with 10 purchased on entire catalog. No expiration date.

NASHBORO—Buy-7-get-one-free on entire catalog. 100% exchangeable. No expiration date.

ORIGINAL SOUND—15% discount on all LP's—until further notice.

PHILIPS—Discounts on entire catalog. SPM/SPS series are discounted 10%, all other classicals discounted 20%. No expiration date.

PRESTIGE—15% discount on all LP product until further notice.

ROULETTE—15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND—2 free with every 10 purchased. No termination date.

SIMS—3 free with every 10 purchased on entire catalog. No expiration date.

SMASH-FONTANA—Special discounts available through distributors. No expiration date.

TAMLA-MOTOWN-GORDY—Buy-7-get-one-free. No expiration date set.

TOWER—10% discount on all albums. No expiration date.

THOROUGHLY MODERN MILLS

LITTLE DRUMMER BOY

Lou Rawls.....(Capitol)
Harry Simeone Chorale... (20th-Fox)

SLEIGH RIDE

Leroy Anderson.....(Decca)

KEEP ON DANCIN'

Harper & Rowe.....(White Whale)

WHO'S SORRY NOW

Bobby Vinton.....(Epic-LP)

I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME

Virginia Wolves.....(ABC)

TEN STOREYS HIGH

Bill Smith.....(Talmu)

HOW COME YOU DO ME LIKE YOU DO?

John Davidson.....(Columbia)

THAT'S MY DESIRE

Ronnie Dove.....(Diamond-L.P.)
John Gary.....(RCA-L.P.)

THE SHEIK OF ARABY

Jim Kweskin Jug Band....(Reprise)

LOVERS OF THE WORLD UNITE

Tartans of Lavender Lane..(Capitol)

SOLITUDE

ST. JAMES INFIRMARY

Eileen Romey...(Audio Fidelity-LP)

HEY MR. BANJO

Freddy Morgan.....(Liberty-LP)

HAPPINESS IS

Benny Golson.....(Verve-LP)

JEEP'S BLUES

Sonny Stitt.....(Roulette-LP)



MILLS MUSIC, INC.

1619 Broadway
New York, N.Y. 10019

Donovan Anti-Drug Stand In 2-LP Set

NEW YORK — Composer-poet-singer Donovan has taken a firm anti-drug stand in the dedication of his new Epic Records album set, "A Gift From A Flower To A Garden." In his poetic dedication titled, "Oh, What a Dawn Youth Is Rising To," Donovan makes the following plea: "I call upon every youth to stop the use of all Drugs and banish them into the dark and dismal places. For they are crippling our blessed growth."

Donovan, who has recently com-

pleted a two month tour of the United States, also deplored the use of drugs in a note that accompanied the release of his current Epic single, "Wear Your Love Like Heaven." The artist described this song as a "directional poem, that is, suggesting to Youth a direction for their new found flower power and love! A direction of constructive thought on a foundation of strength... without the strain of false-God Drug."

Liberty Stereo Tape Issues 24 Cassettes

LOS ANGELES—Liberty Stereo Tape, in its initial entry into the cassette market, has released 24 cassettes.

Liberty, a leader in the four and eight track stereo tape field entered the cassette market after extensive market analysis and consumer surveys proved that the cassette was coming of age.

The Liberty cassette will be marketed in a special consumer-designed package. The full-color container has been designed so that the product is easily identifiable to the consumer.

The Liberty cassette will be duplicated and distributed exclusively by Liberty Stereo Tape, which has initiated an extensive promotional and advertising campaign to introduce it to dealers and consumers.

Dealers will be furnished with multi-colored displays and banners that can be used in either wall or window displays.

Engineers at the Liberty Tape Duplicating plant in Omaha, Nebraska have developed a new recording technique for the cassette that puts up to 12,000 Hz on 1/8 inch tape at 1 1/2 i.p.s. The normal level now available is 7,000 Hz.

"These new recording developments will produce an expanded frequency response (EFR) and a much cleaner range, making the Liberty cassette the finest available on the market today," said Wally Peters, general manager of Liberty Stereo Tape.

The initial releases are: "Our Win-

Ho Opens Sydney Office

HONOLULU, HAWAII—In order to facilitate talent operations throughout the Pacific area, Don Ho Enterprises will open a booking office in Sydney, Australia, shortly after the start of the new year.

The personal management division of Ho Enterprises has 55 clients under contract and has been booking talent into clubs and resorts throughout the Hawaiian Islands and the Pacific region for the past three years.

Don Ho continues to record for Reprise Records.

ter Love," Felix Slatkin; "A Taste Of Tequila," the Mariachi Brass; "Michelle," Bud Shank; "Bobby Vee's Golden Hits"; "Time After Time," Vikki Carr; "Red Roses For A Blue Lady," Vic Dana; "Country Songs/City Hits," Slim Whitman; "Drums A Go-Go," Sandy Nelson; "The Sermon," Jimmy Smith; "Song For My Father," the Horace Silver Quintet; "The Best Of Si Zentner"; "Golden Greats," Martin Denny; "Telstar," the Ventures; "Cher"; "Bus Stop," the Hollies; "Easy Listening," Mel Carter; "50 Guitars In Love," the Fifty Guitars of Tommy Garrett; "Swinging New Big Band," Buddy Rich; "Up, Up And Away," the 5th Dimension; "Guitar Freakout," the Ventures; "Rewind," Johnny Rivers; "Portrait Of Genius," Ravi Shankar; "Golden Greats," Gary Lewis & the Playboys and "We Can Fly," the Johnny Mann Singers.

"THEM" is back



THE ORIGINAL "THEM"!

The **"THEM"** that had Gloria, Mystic Eyes, Here Comes The Night...

That **"THEM"**

now on Tower with a new smash hit
Walking In The Queen's Garden

b/w **I Happen To Love You # 384**



Cowsills Inked As Lauren Producers

NEW YORK—Bill and Bob Cowsill have been signed as exclusive producers to Leonard Stogel's production firm, Lauren Music, and to his record label, Gregg Yale Productions, according to an announcement by Stogel personal manager of the Cowsills.

The initial project of the Cowsill brothers for Stogel will be the production of the title song for the new MGM motion picture, "The Impossible Years," starring David Niven. The two boys will sing on the track as well.

Accordingly, the two teenaged members of the Cowsills, currently riding the charts with their hit, "The Rain, The Park, And Other Things," will produce the Scoundrels, a group signed to Stogel's management firm. Originally known as the Echoes, the group is best known for its hit single of several years ago, "Baby Blue."

"The music of The Scoundrels is very unique, and we feel that the combination of their talent and our production will be the perfect marriage," explained Bill Cowsill.

In addition, the twosome have signed as exclusive writers to Akbestal Music, the publishing arm of Leonard Stogel Associates. Together the boys composed seven songs for the singing family's first MGM album, "The Cowsills," currently high on the album charts, and are presently writing for and recording the groups second album. Plans call for the brothers to write for other acts under Stogel's direction, including Jim and Jean, the Sam the Sham Review, and Patty Michaels.

Many Little Drummer Boys

NEW YORK—Mills Music (ASCAP) reports that more than 40 versions of the Christmas favorite, "Little Drummer Boy," appear in this season's Yule albums and singles. First recording was by the song's writer Harry Simeone, in 1958. One of the most recent is Lou Rawl's Capitol version of the tune.

Harpers Bizarre Rep; Associated Booking

A Warner Bros. ad in last week's issue erred in listing the representation of Harpers Bizarre. They are under exclusive direction of Associated Booking Corp., according to Carl Scott, manager of the group.

Imperial Inks DD, D, B, M & T

BEVERLY HILLS—One of England's most popular groups, Dave Dee, Dozy, Beaky, Mick and Tich, has been signed to a long-term contract by Imperial Records.

Their first American single, "Zabadak," was released this week by Imperial. "Zabadak" is presently high on the English charts and is in the Top 10 on most of the other European lists.

Although new to America, Dave Dee, Dozy, Beaky, Mick and Tich, are almost a household name in England. They have also been voted the top pop group by Radio Luxemburg listeners and by the German magazine, Bravo.

They just completed a highly successful tour of Australia, New Zealand and the United States.

The group is composed of; Dave Dee (David Harman), lead vocals; Dozy (Travor Davies), bass guitar; Beaky (John Dymond), rhythm guitar; Mick (Mick Wilson), drums and Tich (Ian Amey), lead guitar.

Mitch Miller Producing First Broadway Musical

"Here's Where I Belong," a new musical based on John Steinbeck's novel, "East of Eden," will be presented on Broadway in late February by Mitch Miller in association with United Artists. The show will feature music composed by Robert Waldman, with lyrics by Alfred Uhry and book by Terrence McNally. Original cast album for the production will be released on United Artists Records.

Paul Rogers, winner of last season's "Tony" best acting award for his performance in "The Homecoming," and Nancy Wickwire will star in "Here's Where I Belong," which will co-star Walter McGinn, James Coco, and Heather MacRae, daughter of Sheila and Gordon MacRae. Michael Kahn, who staged "The Merchant of Venice" at Stratford, Connecticut, last summer, will direct and Hanya Holm, choreographer of "My Fair Lady," will stage the musical numbers. Theodore Saldenberg is musical director.

Rehearsals for "Here's Where I Belong" begin in New York this week, and a three-week pre-Broadway engagement has been set for Philadelphia's Shubert Theatre, beginning January 15.

"Here's Where I Belong" will mark the Broadway producing debut of Mitch Miller. In addition to his public image brought about by the success of "Sing Along With Mitch," Miller has long been recognized as an authority on songs, musicians, and singers. As an A&R man, first for Mercury Records and subsequently for Columbia, he was responsible for several million-selling hits.

Miller was instrumental in building the careers of such artists as Guy Mitchell, Frankie Laine, Tony Bennett, Rosemary Clooney, Johnnie Ray, Jo Stafford, Doris Day, The Four Lads, and Johnny Mathis.

After ten years of discovering, recording, and nurturing may big-name singers, Miller conceived and recorded seven "Sing Along" albums which have sold a total of over 16 million copies, making him one of the best-selling album artists in the history of the recording business.

Montenegro Single Spurs Eastwood-Trilogy Album

NEW YORK—Selling at a consistent pace of 1,000 singles per week now, six months after its release, Hugo Montenegro's version of "For A Few Dollars More" has led to an LP release featuring Montenegro performing music from the three Clint Eastwood western movies.

The album will follow up Montenegro's current LP best seller, "Fistful of Dollars," and is to feature music from the soon-to-be-released "The Good, the Bad and the Ugly." Issue date for the LP is scheduled later this month.

The Eastwood threesome are already the largest financial successes among westerns shown in Europe and have grossed well in the United States.

FOCUS ON JAZZ

MORT FEGA

With the year's end almost upon us it's a good time to pause and reflect about what has happened in the recent past and to offer some speculations about what lays ahead for those who function in the world of jazz. This will not be a week by week, month by month chronicle of what took place, but, rather, the recollection of some of the more significant occurrences and trends that presented themselves.

Diminishing Returns

Reluctantly, but honestly, I must acknowledge a further diminishing of interest in jazz. The reasons for this are manifold, but the bare fact remains that fewer and fewer young listeners are being attracted to this music. The evidence manifests itself in the fewer number of clubs around the country that feature jazz, the fewer number of jazz recordings that can be found among the hits, the dramatic reduction of concert hall presentations, and the economic urgencies that have forced some of jazz' most talented contributors to seek other avenues of expression for their music. True, the avowed jazz follower will, in most cases, maintain his interest, but without the recruitment of new fans, and these new ones must come from the ranks of the youngsters, the music cannot forge ahead; worse than that, it cannot even maintain its position. I would not, and could not begin to offer a solution, but one thing is crystal clear: if the jazz community is to prosper, it will only happen by involving the listener. When he is involved, the listener becomes a participant, and as such he will be active as a promulgator.

Void Left By Coltrane's Death

1967 has been a year in which many great jazzmen passed away. For the most part those who passed were players in their late middle years or their early late years. The most dramatic loss was the death of John Coltrane, unanimously acknowledged as the spiritual leader of the new breed of jazz musician. What made his passing such a great shock was its suddenness and the fact that he was only forty years old. The full impact of his absence, I feel, hasn't been felt yet. It's as though his colleagues are still in mourning, and because they are, no one player feels free to come forth and don the mantle of leader in the new jazz movement.

The schism between the traditional jazz players and the champions of the new jazz has, if anything, widened over the past year. In the best interests of the music, it was hoped that breach would be narrowed, not widened. Admittedly, jazz has an appeal to a minority audience, based on numbers alone. If this audience, small to begin with, is going to be sub-divided, it can only leave the ranks much thinner than they deserve to be. The economy of our society dictates that any endeavor must have the material, as well as the spiritual, support of its patrons. Without such support it ceases to be sustainable, and something that doesn't sustain itself perishes.

Record Company Activity

Another of the more significant events of the past year was the acquisition of the Blue Note label by Liberty Records. Blue Note was the

most successful independent jazz producer through its long history under the aegis of Alfred Lion and his colleague, Frank Wolf. For the several months following the sale Lion and Wolf continued to concern themselves with the operation of Blue Note, but recently it was announced that they have chosen to retire from the picture! It will be interesting to see if the new people in charge will be able to, or interested in, preserving that sales potential that Blue Note has always enjoyed.

Another recent announcement from the record company field was the sale of Atlantic Records to Warner Brothers. Atlantic has also enjoyed a very enviable history of producing good jazz albums, and unlike Blue Note, has amassed an extraordinary catalog of hit records in the pop field. We are told that Nesuhi Ertegun, who heads up the jazz department at Atlantic, will remain in that capacity and here, too, it will be interesting to see if the change of ownership precipitates any startling change in policy.

Jazz On Radio

As desperate as radio stations are to capture a share of the listening audience, one might imagine that more radio stations would program jazz on a regular basis, using the basic premise of supply and demand. Sad to relate, such is not the case. It becomes increasingly difficult to hear jazz programmed on the air, not only on AM radio, but on FM, as well. Where previously FM had been an oasis for jazz hungry listeners, now, because of a more stable earning prospect, it begins to resemble more the thinking of AM radio programming, mass appeal.

As I view the results of jazz over the past year, its single most salutary effect has been its influence on pop music. Today's pop product is infinitely more jazz infected than it has ever been in the past, and, as a consequence, the level of music is much higher. Madison Avenue apparently recognizes the worth of jazz, too, witness the good music that can be heard in most radio and television commercials. This begs the question: if jazz is good enough for the advertising agencies, whose main interest is reaching people, why should it be so difficult to sell jazz, as an entity, to those same people?

As we approach the New Year, one can't help but wonder about which roads jazz will travel. Will there be a resurgence of interest in concert hall jazz? Norman Granz, who re-instituted his Jazz At The Philharmonic tour during the past year, says no, according to his experiences on the tour. Will more club owners feel inclined to book jazz acts in their rooms? Will the booking offices, in an endeavor to help club owners meet their expenses, make the prices for their attractions more agreeable and realistic? Will the musicians themselves realize that in order to make their product saleable they must consider the comfort and welfare of the audiences for whom they perform? Is jazz arriving at that point where it is so cerebral that only a select few can understand what is being played? Have we passed through the "cool" period and will music become "hot" again, inviting the total involvement of jazz appreciators? Will? Will? Will?

MILLAGE RECORDS

Is Proud To Present

The New
Detroit And Pittsburgh Sound

Starring

KELLY ST. CLAIR

The Little Girl With The
Big Voice

"YOU TOOK MY HEART"

b/w

"FUNNY"

DETROIT-PITTSBURGH BRANCH
621 EMLIN ST., PITTS., PA.



Stereo NPS-2

Mono NP-2

THE ROLLING STONES NEW LP... A NEW DIMENSION IN SIGHT AND SOUND

Talent On Stage

AL HIRT

NEW YORK—One of the few show-places for big bands left in New York, Mark Twain's Riverboat at the Empire State Building roared to life with the arrival of Al Hirt's group and the Urbie Green orchestra. Between the two ensembles an enthralling extravaganza was presented featuring two of the major streams of traditional band sound—the classic big band style, and modern dixieland pop.

Firing up the audience with some excellent renditions of standards and recent softies, the Urbie Green orchestra promenaded a polished brass sound underscored by smooth saxophone segments before the packed house that turned out for opening night festivities (24). The orchestrations and material were tightly performed, with zest despite the controlled handling. Outstanding vocal sets were also a highlight of the Green session.

Aimed at an older crowd, the evening's show took a slightly younger approach with the performance of Al Hirt and his accompanying quintet; but though musically livelier, his stage antics and humorous commentary were expressly for the over-thirty viewers. Jests in word, and use of visual humor on stage were straight from the Catskills or ballrooms of the '40's. Considering the clientele of the Riverboat,

this is perfect.

Also superb for the setting was the musical explosion of the team, whose stand was an altogether enjoyable collection of multi-colored material ranging from the recent "The Happening" to "When the Saints Go Marching In." Although the spotlight artist was RCA Victor's trumpeter, he stepped aside frequently to showcase the solo talents of his excellent accompanists who were singled out with brilliant showings on clarinet, sax, piano, organ and drums individually.

As individuals or as a team the combo was sparkling, especially in the variation of their selections which touched on blues, big band, dixie, pop, soul and even rock currents. Aside from the delightful recap of past hits ("Java," "Sugar Lips" and "Honey in the Horn" included), the team's best received numbers were "Walk on the Wild Side" with an organ break that was brilliant, and the closing "Saints" served up with more than the usual vigor and a fine note by note trio stand that highlighted one of the best readings of the overworked song, in a long, long time.

Other tunes of special note were a reading Hirt's recent "Soul in the Horn" release and a selection from his forthcoming "Al Hirt Plays Bert Kaempfert" LP.

WHO

NEW YORK—Years back shows at the Paramount were seasonal r&r happenings, but the Village Theater is keeping the tradition alive on a weekly basis by jamming in older teens and former-screamers with house packing acts every Saturday.

Last of the stands featured the Who

heading a bill with the Vagrants and the Rich Kids. Though there could be no doubt who packed the house, highly entertaining showings from the Vagrants and a very Vanilla Fudgy Rich Kids set were well received.

In terms of eye appeal and far-better-than-anticipated musical work, the Vagrants might easily have headlined the show were it not for the astounding loyalty of Who followers. Excellent harmony and tremendous instrumental work from the Vagrants, choice material and the visual display of the lead singer (clad first in a silver space suit, then in dark blue striped coveralls) made their set particularly noteworthy. Highlight of their act was a slow reading of "If I Were a Carpenter," which sparked excellent response.

Audience reaction was also especially peculiar for a rock show, since the viewers were well controlled, and more appreciative than the frenzied throngs which mar many a star's act. "Oohs" and "ahs" were common for the well-known songs, but aside from applause there was relatively little noise at all during the performance.

Several new selections were included in the set, including a great "My Generation," which served to close the act with the traditional smashing of instruments. Stand outs also included "Relax" and "Tattoo" from the new Decca LP, and "I Can See for Miles," which is still seated in the top twenty among best selling singles. Extended instrumental solo shot during "Relax" was a good example of the group's talent, as was the brilliant 4-part harmony demonstrated by the team in a slightly subdued (though still voluminous) performance of the mini-opera "A Quick One." Other numbers served to recap highlights in the Who's career, among them: "Happy Jack" and "Summertime Blues."

White Whale, L. G. Prod.'s
To Distribute 'Vegetables'

LOS ANGELES—An agreement has been reached between White Whale Records, owned by Ted Feigin and Lee Lasseff, and L. G. Productions to distribute a single entitled "Vegetables," by the Laughing Gravy. Brian Wilson of the Beach Boys and Van Dyke Parks collaborated in writing the tune. Johnny Musso, national sales director for White Whale, has added extra promotional men across the country to kick off the disk.

HENRY MANCINI

NEW YORK — Everybody likes the music of Henry Mancini; everybody likes the music Henry Mancini likes. These factors were apparent at Philharmonic Hall here on Sunday, Nov. 26, as Mancini conducted afternoon and early evening concerts of his music and that of other composers before youngsters, parents and grandparents. His orchestra was the fine Washington National Symphony, normally under the direction of Howard Mitchell. However, the composer-conductor was the organization's guest conductor for the New York event and a similar two-concert engagement in the nation's capital the day before.

With most of his own output associated with Hollywood, Mancini turned to both the recent musical scores from both Hollywood and other nations, an approach heard on his new RCA Victor LP, "Encore." That album

also includes a Lennon-McCartney medley, which came over with lush poignancy at Philharmonic. As a composer, Mancini is deft at writing melodic songs (e.g. "Moon River," "Days of Wine & Roses") and clever thematic material (e.g. "Pie in the Face Polka" from the "Great Race"; his "Peter Gunn" theme). On some of his ballads, Mancini stepped down from the podium to do the keyboard work. One non-film number, "The Stripper," achieved its light-hearted intent.

His musical expertise was matched by the good-humor of his patter when introducing certain segments of the concert.

Mancini, by the way, was making his debut in Manhattan as a concert artist. As a writer-arranger-conductor his presence makes New York more of a Fun-Festival place to be. He'll be welcome here anytime.

THEODORE BIKEL

NEW YORK—Theodore Bikel stands alone in the world of folk music. His vast international repertoire, his urbane sophistication tempered by honesty and directness, his baritone voice, rich and masculine without being operatic—these things put Bikel in a category all his own.

At his Carnegie Hall concert on Saturday, November 25, the Elektra Records artist performed in their original languages songs from at least ten different nations including France, Spain, Israel, Russia, Germany, Yugoslavia, Scotland, Canada, the U.S., and an unnamed country in South America.

A fine guitarist, Bikel, assisted by another guitarist and a bassist, both good musicians, accompanied himself throughout his concert. He is especially noted for his performances of Russian Gypsy songs, and the two he sang on Saturday evening were among the highlights of his program. Topical songs, too, comprise an important part of Bikel's bill of fare. Among those he sang at Carnegie, the most effective, to this reviewer at least, was an

Israeli ballad about the recent Middle-East conflict. So poignant was Bikel's performance of the song that even an Arab might have been moved.

Bikel has an excellent sense of humor, and he put it to excellent use when, during the middle of his concert, a forward female admirer stalked up the center aisle and demanded to be allowed on stage (for exactly what purpose we were unable to discover — she either wanted to give Bikel something or to perform herself). Bikel smoothed over what could have been an extremely awkward situation by making a joke of the lady's irregular action. The ushers, evidently unprepared for this sort of thing, had quite a time persuading the lady to leave, but at last she did, and the concert proceeded without further interruption.

Ending the evening with a variety of Jewish songs, including a sing-along which everyone enjoyed, Bikel left the stage to thunderous applause, his due reward for two hours of fine performing.

FOUR FOR CHRISTMAS

"LET THE BELLS RING"

b/w

"NO ROOM IN THE INN"

THE CONSOLERS

NASHBORO 933

"SILENT NIGHT"

b/w

"SWEET LITTLE JESUS BOY"

BROTHER JOE MAY

NASHBORO 908

"VISION OF THE SHEPHERD"

b/w

"KING OF KINGS"

MAGGIE INGRAM

NASHBORO 751

"SANTA BRING MY BABY BACK"

JOE JOHNSON

A-BET 9417

NASHBORO
RECORDS

1011 WOODLAND ST.

Nashville, Tenn. 615-227-5081



RIAA Gold Record Awards NOVEMBER

A Monthly Survey Of RIAA-Gold Record Awards

Singles: Sales Of 1 Million Or More Albums: \$1 Million At Factory Prices

Singles: 'To Sir with Love,' Lulu (Epic)

'Daydream Believer,' Monkees (Colgems)

'Soul Man,' Sam & Dave (Stax)

'Never My Love,' Association (Warner Bros.)

Albums: 'Pisches, Aquarius, Capricorn & Jones Ltd,' Monkees (Colgems)

'Sinatra at the Sands,' Frank Sinatra (Warner Bros.)

'Along Comes the Association' (Warner Bros.)

2 BLOCKBUSTERS!

***Smokey Robinson
and the Miracles***

**“I
SECOND
THAT
EMOTION**

TAMLA 54159

OF THE CHARTS

ZOOMING TO THE TOP

**“HONEY
CHILE”**

GORDY 7067

***Martha Reeves
and the Vandellas***

**MOTOWN
RECORD CORP.**

The Sound of Young America®

NEW YORK—Folkways/Scholastic Records is gearing itself for projects in the audio-visual field for educational purposes.

Folkways, Moe Asch's label which earlier this year was taken over by Scholastic Magazine, the publication aimed at elementary and secondary schools, has a catalog of 1400 music and spoken word sets.

According to William Boutwell, vp of the firm, F/S already has available 53 record library units containing up to 10 albums each. These include subject matter covering music, science, English, foreign languages and speech.

A-V Projects Coming

Boutwell says that a regular line of audio-visual product is near. However, the label is first trying to establish an audio association with printed matter. This will include a new series of seven-inch disks tied-in with Scholastic's paperback books. Boutwell notes that teachers are encouraging youngsters to listen to records and read along, a practice credited with getting kids over "hard

Lathower Gets New Cap Post

HOLLYWOOD—Mauri Lathower has been appointed to the newly-created position of director of A&R marketing coordination at Capitol Records, it was announced last week by Karl Engemann, the label's A&R director. The appointment becomes effective on December 16.

Lathower's duties will include the development of product scheduling strategy for both singles and albums in close coordination with the sales and merchandising divisions of Capitol Records Distributing. He will make field trips to keep the A&R Division more aware of product requirements, promotion activities and sales reactions in the field, and he will assist promotion by lending A&R support when required.

He will be A&R's primary source for suggestions from the field concerning artists and repertoire, and he will represent the A&R division as chairman of the weekly single stock forecast committee and as a member of the monthly album stock forecast committee meeting.

In addition, Lathower will assist in all phases of A&R activity, including independent production deals and the purchase of masters.

Lathower first came to Capitol in 1957 as a salesman in the Chicago office and was subsequently promoted, in 1961, to the post of district promotion man for the same area. In February 1966, he was further promoted to the post of single record sales manager for Capitol Records Distributing—a position he held until his present appointment. No replacement for Lathower has yet been named.

RCA/Philadelphia

(Continued from page 7)

recorded continuously for RCA. Maestro Ormandy's initial recording for RCA with the Philadelphia Orchestra occurred in December of 1936. From 1936 until 1943, Ormandy led the orchestra in recordings which were among the most significant of the time, among them collaborations with such artists as Rachmaninoff, Flagstad, Feuermann, Melchior, Rubinstein, Kreisler, Spalding, Heifetz and Maynor.

Ormandy's recording association with Red Seal considerably preceded his association with the Philadelphia, however, as conductor of the Minneapolis Symphony, he made his Red Seal debut in 1931. The succeeding five years resulted in numerous recordings including two all-time best sellers, Strauss' "Tales from the Vienna Woods" and "The Blue Danube."

Maestro Ormandy's 32-season tenure with the Philadelphia Orchestra is a record unequalled by any living conductor of any other major orchestra.

Initial plans for recording the orchestra on the Red Seal label will be announced at a later date.

spots" and affording them a greater "flow of the language." Both the disks and books contain the same words. The initial venture is for the classic children's story, "Ferdinand the Bull."

Scholastic also employs film strips in team with its magazine. At a recent meeting of social studies teachers in Seattle, F/S demonstrated a combination of music and a magazine article about Vietnam. The disk contained selections of the nation's music. These projects, Boutwell explains, are sowing the seeds of the company's expansion into audio-visual projects.

Another project underway at F/S is a "Today's Poets" series, the first two of a seven album series having already been marketed. Boutwell feels that many of today's poets, many in residence at colleges who may play the poetry circuit, are writing for the ear. As they read "extraordinarily well," Boutwell says, they are an important source of spoken-word records. Four poets are represented on each album.

F/S product is distributed through regular trade channels and through school systems.

Eddie Lambert Is Akbestal's New Professional Manager

NEW YORK — Eddie Lambert has been signed as professional manager of Akbestal Music Publishing (BMI) by Leonard Stogel Akbestal's president.

Lambert was formerly affiliated with South Mountain Music (BMI), the Don Costa-Teddy Randazzo owned company. At South Mountain, he was the associate professional manager responsible for the development of new writers.

During the period from July '65-July '66, Lambert was responsible for copyrights on "Goin' Out Of My Head," recorded by Little Anthony and the Imperials on the Veeep label, "I Will Wait For You" and "Watch What Happens", from the hit movie, "The Umbrellas of Cherbourg".

In late July of '66, Lambert joined April Blackwood Publishing (BMI) and was again in charge of writer development. He was chiefly responsible for the placement of the American Breed's "Step Out of Your Mind" (on the Acta label), among others.

More recently Lambert was affiliated with Tridon Music (BMI), the Don Costa-Trini Lopez owned firm based in Los Angeles.

As manager of Akbestal, Lambert will follow his newly-organized development program for writers. "I would like to consider our company the chief advocate of the 'open-door' policy. I welcome all new writers and all new material. Akbestal will be a complete publishing company—in that we will strive to cover the entire field with our placements and not confine ourselves to Stogel-managed artists."



Lambert and Stogel

Stones Label (Cont'd from page 7)

The Stones new label in no way alters the group's ties with British Decca and its American affiliate, London Records. The Stones have been doing production work of late for a crop of artists, including Bill Wyman, whose "In Another Land" is a Stones-produced date. At press time CASH BOX received word that British Decca intends to back the new Stones-Klein venture.



New Christmas Albums

A LIST OF NEWLY ISSUED CHRISTMAS ALBUMS OFFERED AS AN AID TO THE DEALER. ALBUMS ARE LISTED IN ALPHABETICAL ORDER ACCORDING TO COMPANY.

- A CHRISTMAS FESTIVAL—Roger Wagner Choral—Angel (S) 36016
- 'TIS THE SEASON—Jackie Gleason—Capitol ST 2791
- ELLA FITZGERALD'S CHRISTMAS—Capitol T/ST 2805
- MERRY CHRISTMAS HO! HO! HO!—Lou Rawls—Capitol ST 2790
- CHRISTMAS IS ALWAYS—Roy Rogers & Dale Evans—Capitol (T) ST 2818
- EVERETT MC KINLEY DIRKSEN AT CHRISTMAS TIME—Capitol T/ST 2792
- CHRISTMAS ALL YEAR LONG—Ferlin Husky—Capitol T/ST 2793
- AN ENGLISH CAROL CHRISTMAS—Various Artists—Capitol SP 8672
- CHRISTMAS MUSIC OF SWEDEN—Ingvar Wixell—Capitol DT 10485
- CHRISTMAS MUSIC OF FRANCE—Jean-Paul Kreder Choir & Les Petits Chanteurs A La Croix De Bois—Capitol DT 10484
- CHRISTMAS IN MEXICO—Hermanos Zavala—Capitol ST 10488
- A CHRISTMAS ALBUM—Barbra Streisand—Columbia CL 2757/CS 9557
- A CHRISTMAS PRESENT . . . AND PAST—Paul Revere & Raiders—Columbia CL 2755/CS 9555
- JIM NABORS' CHRISTMAS ALBUM—Columbia CL 2731/CS 9531
- DO YOU HEAR WHAT I HEAR?—Anita Bryant—Columbia CL 2720/CS 9520
- CHRISTMAS WITH MARTY ROBBINS—Columbia CL 2735/CS 9535
- ED SULLIVAN PRESENTS MUSIC OF CHRISTMAS—Columbia CL 2743/CS 9543
- A FESTIVAL OF CAROLS IN BRASS—Philadelphia Brass Ensemble—Columbia ML 6433/MS 7033
- MERRY CHRISTMAS FROM THE COMMAND FAMILY OF RECORDING STARS—Various Artists—Command RS 920 SD
- HONEGGER: CHRISTMAS CANTATA/BRITTEN: A CEREMONY OF CAROLS—Serge Baudo/Bohumil Kulinsky—Crossroads 22 16 0154
- GOING HOME FOR CHRISTMAS—Jimmie Davis—Decca DL 74868
- MY KIND OF CHRISTMAS—Mike Douglas—Epic LN 24/BN 26322
- HOLIDAY FOR HARP AND HOLLY—Luis Bordon—Epic LN 24309/BN 26309
- WELL SEASONED—Joy Strings—Epic LN 24321/BN 26321
- TRADITIONAL CHRISTMAS CAROLS—Pete Seeger—Folkways FAS 32311
- VILLANCICOS/SPANISH CHRISTMAS SONGS FOR CHILDREN—Choir of the Bella Vista Childrens Home—Folkways FC 7714
- NEW ENGLAND SLEIGH RIDE VOL. 1—Robert Way, Ork. & Chrous—Fleetwood FCLP 3023
- MERRY CHRISTMAS BABY—Various Artists—Hollywood HLP 501
- JAMES BROWN AND HIS FAMOUS FLAMES SING CHRISTMAS SONGS—King 1010
- CHARLES BROWN SINGS CHRISTMAS SONGS—King 775
- 24 ALL TIME GREAT CHRISTMAS SONGS—Various Artists—King 1007
- WE WISH YOU A MERRY CHRISTMAS—Johnny Mann Singers—Liberty LRP 3522/LST 7522
- THE CHRISTMAS ALBUM—Paul Mauriat—Philips PHS 600-255
- THE DON HO CHRISTMAS ALBUM—Reprise R/RS 6265
- CHRISTMAS WITH ED AMES—RCA Victor LPM/LSP 3838
- A CHRISTMAS TREASURE—Julie Andrews & Andre Previn—RCA Victor LPM/LSP 3829
- CHRISTMAS WITH HANK SNOW—Hank Snow—RCA Victor LPM/LSP 3826
- CRICKET ON THE HEARTH—Original Cast of the TV'er—RCA Victor LOC/LSO 1140
- ALL I WANT FOR CHRISTMAS IS MY TWO FRONT TEETH—Arthur Godfrey RCA Camden CAL/CAS 1092
- I'LL BE HOME FOR CHRISTMAS—Living Trio—RCA Camden CAL/CAS 2159
- MERRY CHRISTMAS—James Cleveland & Angelic Choir—Savoy MQ 14195
- THE JOYFUL SISTERS—Serenus SEPS 22012
- IN THE CHRISTMAS SPIRIT—Booker T. & the MG's—Stax S 713
- HAVE A JEWISH CHRISTMAS . . . ?—Various Artists—Tower T 5081
- SOUND OF CHRISTMAS—Al Caiola & Riz Ortolani—United Artists UAL 3617/UAS 6617
- CHRISTMAS RHAPSODIES FOR YOUNG LOVERS—Midnight String Quartet—Viva V/V36010
- WE WISH YOU A MERRY CHRISTMAS—Various Artists—Vocalion VL 73813

Eydie's Twice the Greatest!

On her unforgettable new single...

"Life Is But a Moment (Canta Ragazzina)"⁴⁻⁴⁴²⁹⁹

her latest album...

Eydie Gorme's

including:
If He Walked
Into My Life
What Did I
Have That I
Don't Have?



Greatest Hits

Softly, As I
Leave You
Mas Amor
Don't Go to
Strangers

CL 2764/CS 9564

On COLUMBIA RECORDS 

An Irishman (Joe O'Brien) Offers An LP Of 'All-Time Italian' Hits

NEW YORK—Joe O'Brien, the WMCA-New York deejay who counts Italian songs as among his favorite pop sounds, headlines a new LP, "Joe O'Brien's All Time Great Italian Hits."

The LP comes from the Baci label, which is being distributed by United Artists Records. Arrangements were made with a number of American and foreign labels to have 12 sides represented on the album. Deals with foreign companies was necessitated by the fact that contractual tie-ins in the U.S. had run out on some of the

performers. This, the label claims, required 1½ years of various negotiations.

The album, which is being handled in the New York area by Alpha Distributing, contains the following sides: "Mala Femmena" and "Aname Core" by Jimmy Roselli, "Torrero" by Renata Corasone, "Volare" and "Ciao Ciao Bambino" by Domenico Modugno, "Vurria" by Al Martino, "Non Pensare A Me" by Eva Zanicci, "Una Del Tanto" by Joe Sempieri, "Giglio A Paradiso" by Tuddy Ferrara and "Torna Scapriatello" by Giacomo Pandonella.

The LP was made available last Fri. (1) and retails at \$1.

O'Brien is credited with helping establish a number of Italian acts because of his good-ear when it comes to Italian material and performers.

NY NARAS Luncheon Honoring Steve Sholes

NEW YORK—Steve Sholes, RCA Victor A&R exec recently named to the Hall of Fame of the Country Music Association, will be the honored guest for the first in a series of luncheons sponsored by the New York chapter of NARAS, the disk awards society.

Scheduled for noon of Tuesday, Dec. 12, at the New York Hilton, the two-hour affair will pay homage to Sholes and also serve as a social gathering for the local NARAS chapter's members, who, in the words of Father Norman J. O'Connor, the chapter prexy, "really don't get together as often as we should."

Eddy Arnold, a long-time friend of Sholes, and with whom Sholes produced a series of top hits, will fly in from Nashville to mc the event. Brad McCuen has prepared a special slide presentation, highlighting the Sholes career, since his days as office boy for RCA Victor and part-time saxist. Charlie Grean, another long-time friend, is acting as committee chairman.

NARAS members have already received their ticket reservation forms. A limited number of seats are being made available for non-members, who can obtain reservation forms by contacting the NY NARAS office at PL 5-1535.

Artie Kornfeld Forms Indie Production Firm

NEW YORK—A new independent production company, Justa-Virgo Productions, has been formed by Artie Kornfeld, writer and producer of the Cow-sills's No. 1 MGM single, "The Rain, The Park & Other Things."

Kornfeld said Justa-Virgo replaces all other production concerns in which he has been involved. Likewise, all Kornfeld's music publishing interests are now concentrated on his wholly-owned firm, Luvlin Music (BMI).

Kornfeld has just issued his first release as an artist, with the Artie Kornfeld Circus on Bell Records, an instrumental version of "The Rain, The Park & Other Things."

In addition, Kornfeld has written the title theme for the Czechoslovakian film "Lemonade Joe," a Western spoof which opened recently at the Carnegie Hall Cinema.

Kornfeld will produce a new group called the Musical Commune, whose members include Om Bock, formerly of Spanky & Our Gang, and Ed Simon, brother of Paul Simon (Simon & Garfunkel).



AN EVEN WHITER SHADE OF PROCOL—Mainly because it was Procol Harum week at A&M's L.A. homebase in the old Charlie Chaplin studios, Jerry Moss (center), president of the diskery, personally gave the group a tour of the lot before they returned to London. The group had appeared in New York, Chicago, and Los Angeles during this, their first U.S. tour. Shown above (in foreground) from the left are: Dave Knights, B. J. Wilson, and Robin Trower. In the back, from the left, are: Matthew Celestial-Smith, Jerry Moss, and Gary Brooker.

CashBox

Christmas Album Reviews



MERRY CHRISTMAS—James Cleveland & Angelic Choir—Savoy MG 14195

The Cleveland Singers have teamed up with James Cleveland and the Angelic Choir to bring you this heartfelt offering of Christmas tunes done up in true down-home, in-the-church style. Some of the more delightful efforts include: "Go Tell It On The Mountain," "Pretty Little Baby," "No Room In The Inn," and "Sweet Little Jesus." This one is a front running candidate for holiday spins and sales.



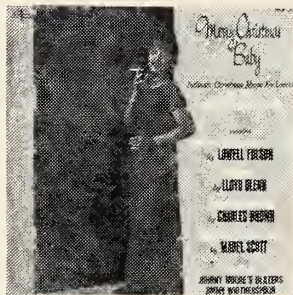
CHRISTMAS IN MEXICO—Hermanos Zavala—Capitol ST 10488

This singing Mexican family brings you a delightful glimpse of the holiday season, south of the border. Some of the more outstanding tracks include: "Blanca Navidad," "Ave Maria," "Adeste Fideles," "Campanitas De Plata," and "Virgen De Guadalupe." This one is likely to get spins and sales aplenty.



NEW ENGLAND SLEIGH RIDE VOL. 1—Robert Way, Ork. & Chorus—Fleetwood FCLP 3023

A custom recording of music for the Christmas season done by the Mobil Oil Corp., this set is filled with the holiday spirit as exemplified by such efforts as: "Away In A Manger," "Silent Night," "Jingle Bells," and "We Three Kings Of Orient Are" to name just a few of the more outstanding tracks on the record, which is most likely destined for a big slice of the seasonal pie.



MERRY CHRISTMAS BABY—Various Artists—Hollywood HLP 501

Billed as "Intimate Christmas Music For Lovers," this package features such efforts as: "Lonesome Christmas (pts. 1 and 2)," by Lowell Fulson; "Sleighride," by Lloyd Glenn; "Merry Christmas Baby," by Charles Brown; "Boogie Woogie Santa Claus," by Mabel Scott; and others by Johnny Moore's Blazers and Jimmy Whitherpoon.



24 ALL TIME GREAT CHRISTMAS SONGS—Various Artists—King 1007

The International Caroleers handle most of the vocal chores on this deck which features such tunes as: "Good King Wencelas," "Rejoice," "Joy To The World," "It Came Upon A Midnight Clear," "I Saw Three Ships," "O Come All Ye Faithful," and "Jingle Bells." This one should be welcome under any Christmas tree.



I'LL BE HOME FOR CHRISTMAS—Living Trio—RCA Camden CAL/CAS 2159

A delightful holiday package, this set should see plenty of Christmas sales action. Some of the selections include: "Rudolph The Red Nosed Reindeer," "I Saw Mommy Kissing Santa Claus," "One Bright Star," "Mary's Little Boy Child," "Deck The Halls," and "White Christmas."

Friedman Leaves GAC; Forms Own Firm

NEW YORK—Robert Friedman last week left GAC's special events department to form his own personal management firm. His departure was effective immediately.

Simultaneous to reporting his termination at GAC, Friedman stated that he had signed Jack Wakefield as his first client and that he had brought the comedian-actor to GAC for agency representation in all areas.

Associated with GAC for more than one year, Friedman previously was with Ray Bloch Enterprises for several years where he was a vice president and developed attractions for conventions, industrial shows and sales meetings. Earlier, he was a personal manager for a variety of artists.

Friedman is presently scouting for office space and will open Manhattan headquarters shortly.

 **VANGUARD**

THE COMPANY THAT HAS INTRODUCED YOU TO
JOAN BAEZ, COUNTRY JOE AND THE FISH & BUFFY SAINT-MARIE

announces the debut album of **Erik**

VRS-9267 (Mono) VSD-79267 (Stereo)



including his exciting new single "LOOK WHERE I AM"

35056

Personal Managers Intensify Aims: Disk Producer-Managers Can Join

NEW YORK—The Conference of Personal Managers, an organization of 100 said to represent about 90% of the nation's talent, is opening up its membership roles to include disk producers who also manage the acts they record.

This move has necessitated, observes Ken Greengrass, president of the east coast division of CPM, a change in the association's by-laws. Previously, membership was limited to those who earned a major share of their income from talent; now the by-law reads that anyone "actually engaged in management" can join CPM.

The expected increase in membership is also to be joined by more intensified programs, Greengrass said. Among these will be the establishment of branches in such key music-talent markets as Chicago, Nashville and Philadelphia. Besides New York, GPM is represented on the west coast, where Bill Loeb is president. National president is Ray Katz.

Compensation, Arbitration Plans

In line with a greater national look to GPM, Greengrass expressed hope that the east coast branch will pass on

a new compensation plan already OK'd in Hollywood. This is a compensation clause whereby managers who become ill and are forced to give-up talent to others can receive payment from the new personal manager for the duration of his the original manager's contract with the artist. Also in the works is an arbitration clause. As conflicts between artists and their managers arise, they would be arbitrated by an outside third party whose final judgment would be binding.

In order to intensify an exchange of ideas, Greengrass has been conducting monthly seminars at which guest speakers from the record industry, TV and the booking agencies appear.

Another aim of GPM is to work closely with booking agents in the proper "merchandising" of talent.

GPM is also engaged in charitable affairs. One recent dinner was held in memory of the late Nat King Cole. The affair resulted in the donation of \$13,000 to the American Cancer Society. GPM also makes Man of the Year awards, the most recent one having been made to film producer Joe Levine.

Cato Upped At CBS Records

NEW YORK—CBS Records has promoted Robert Cato to vice president of creative services, according to an announcement by Bill Farr, vice president of marketing of the diskery.

Cato, in his new capacity, will be responsible to Farr for the division's visual and literary image and for directing all activities of a newly organized creative services department, which will include packaging design, advertising design and copy, publicity and literary services.

Most recently director of creative services of CBS Records, Cato joined the organization in 1959 as art director of Columbia Records. Since that time, he has been responsible for the design concept and ultimate look of all Columbia product. Cato has worked closely with many of Columbia Records' artists in developing the visual image which is used on their album covers and in related merchandising, display and advertising material.

Since Cato joined Columbia Records, the company has received nearly one hundred awards for outstanding graphic design of album covers and artwork from the Art Directors Club of New York, the American Institute of Graphic Arts, the Society of Illustrators, the National Academy of Recording Arts and Sciences and the annual exhibitions of Communications Art.

Colgems Expansion

Continued from page 7)

aware of the mutual benefits that can be accrued from the close relationship that exists between the record arm and the video and film divisions." Thus, they are guiding, Leipzig explains, established and promising artists and projects into the division's fold. A second blueprint for the near future is the establishment of country music phase of Colgems' activities, including the formation of an office in Nashville, manned by a leading personality in the country field. Thirdly, the company will continue to add to its personnel roster, culling execs from all phases of the business.

A fourth endeavor is to work with RCA in obtaining even a greater share of the market for the Monkees, whose weekly TV'er is seen by an estimated 25 million. Consistent exposure on TV, Leipzig notes, also plays a part in a fifth phase of the label's coming activities. Further promo drives will be conducted on behalf of Sally Field, who records for Colgems and whose "Flying Nun" TV'er is one of the big new shows of the season.

A sixth area of expansion is the addition of new acts, which is already underway with such performers as the Sugar Shoppe, singer Paula Wayne and comic-mimic Rich Little.

Soundtrack Ties

Colgems will continue to draw soundtrack LP's from its parent company. Upcoming are "Oliver!", "In Cold Blood," (music by Quincy Jones), and "McKenna's Gold," with a score by Dimitri Tiomkin. Jonie Taps is the studio exec in charge of music and soundtracks for Columbia producers throughout the world.

Prior to his stint with UA, Leipzig served as personal manager and publicist for Tony Bennett and Mitch Miller. He was also associated with Columbia Records and with major film producers as an exploitation man.

subsidiary labels.

The growth in DGG sales was reported as "dramatic" over 1967. The MGM Records staff has devised new marketing, promotional and advertising producers for the DGG product.

In summing up, Nasatir stressed the importance of maintaining the company's position as an industry leader in the discovery and promotion of new artists. "We intend to make our slogan 'The Sound Of The Now Generation on MGM Records' as appropriate in 1968 and 1969 as it is today."

25 'Million-Players' To Receive Double \$ From BMI

NEW YORK—Broadcast Music, Inc. (BMI), the performing rights licensing organization, last week revealed the names of twenty-five BMI-licensed songs which have logged over one million feature broadcast performances and thereby become eligible, under the organization's new policy, for double performance payments.

This new policy was announced in June of this year by BMI president Robert B. Sour, who said: "BMI will pay double the normal payment rates for feature performances of each work which, as of October 1, 1966, has had in excess of one million logged United States and Canadian feature performances during the time it has been in the BMI repertoire. This double payment, however, is not applicable to songs which are already receiving multiple credit as concert works, show music or movie works."

The first qualifying songs, their writers and publishers, are:

BLUE VELVET

Bernie Wayne, Lee Morris
Vogue Music, Inc.

BRAZIL

S. K. Russell, Ary Barroso
Peer International Corp.

ADIOS

Enrique Madriguera, C. R. Del Campo,
M. Woods
Peer International Corp.

AMOR

Sunny Skylar, Ricardo L. Mendez,
Gabriel Ruiz
Peer International Corp.

THE BREEZE AND I

Ernesto Lecuona, Al Stillman
E. B. Marks Music Corp.

CANADIAN SUNSET

Eddie Heywood, Norman Gimbel
Vogue Music, Inc.

FRENESI

Alberto Dominguez, Ray Charles,
S. K. Russell
Peer International Corp.

GEORGIA ON MY MIND

Hoagy Carmichael, Stuart Gorrell
Peer International Corp.

THE GIRL FROM IPANEMA

Antonio Carlos Jobim, Norman Gimbel
Duchess Music Corp.

GLOW WORM

Paul Lincke, Lilla Robinson, Johnny
Mercer
E. B. Marks Music Corp.

GRANADA

Agustin Lara
Peer International Corp.

GREEN EYES

Adolfo Utrera, Nilo Menendez,
E. Rivera, E. Woods
Peer International Corp.

LULLABY OF BIRDLAND

George Shearing
Patricia Music Publishing Corp.

MEMORIES ARE MADE OF THIS

Terry Gilkyson, Richard Dehr,
Frank Miller
Blackwood Music, Inc.

NIGHT TRAIN

Jimmy Forrest, Oscar Washington,
Lewis C. Simpkins
Frederick Music Co.

OPUS NUMBER ONE

Sy Oliver
Embassy Music Corp.

PERFIDIA

Alberto Dominguez, Milton Leeds
Peer International Corp.

POINCIANA

Nat Simon, Buddy Bernier
E. B. Marks Music Corp.

THE SONG FROM MOULIN ROUGE

Georges Auric, William Engvick
Screen Gems-Columbia Music, Inc.

THE TENNESSEE WALTZ

Pee Wee King, Redd Stewart
Acuff-Rose Publications, Inc.

TICO TICO

Zequinha Abreu, Aloysio Oliviera,
Ervin Drake
Peer International Corp.

TWILIGHT TIME

Buck Ram, Morty Nevins, Al Nevins,
Artie Dunn
Porgie Music, Inc.

YOU ARE MY SUNSHINE

Jimmie Davis, Charles Mitchell
Peer International Corp.

YOUR CHEATIN' HEART

Hank Williams
Fred Rose Music, Inc.

WHAT A DIFFERENCE A DAY MAKES

Maria Grever, Stanley Adams
E. B. Marks Music Corp.

MGM Profits

(Continued from page 7)

Deutsche Grammophon product in the United States.

In the international arena, MGM took steps to expand its world-wide position. The label set up its own MGM Records, Ltd. firm in London and entered into an agreement with Ricordi of Italy whereby it will have its own Italian label, Dischi MGM. In addition the company has hired special representatives and managers in the European, South American and Far East markets.

In 1966, the company, under Nasatir's guidance, established a policy of having product for all speeds and types of playback equipment in the tape industry. As a result the company has licensed ITCC to produce its four-track cartridges; Ampex to produce eight-track, cassette and reel-to-reel product and playtape to produce its two-track music.

In branch operations, the wholly-owned Metro branches in New York, Chicago, and Los Angeles hit all-time highs in their sales and profit for 1967. Their success was due to the addition of a number of significant independent labels to their rosters, and increased activity on MGM and its



THE BUDDAH SMILES—Arthur was the scene of an all out press and promotion party for the 5 Stairsteps & Cubie hosted by Buddah Records on Nov. 27. The party was presided over by Kama Sutra toppers Artie Ripp and Hy Mizrahi, vice president Art Kass, KS/Buddah general manager Neil Bogart (right), Buddah director of R&B activity Cecil Holmes (second from left), and Buddah director of pop activity Marty Thau (left). Climax of the party was a performance by the 5 Stairsteps, Cubie, and Mama & Papa Stairstep.

Stage Two: The New Perspective



Two young song-poets who call themselves

The Appletree Theatre

They've tasted the fruits of life and love. And they focus on the drama around them, presenting each scene the way it really is. Your seats are ringside. The performance is in the round.

The curtain goes up on *now*, viewed from a unique vantage point atop

Hightower Square

KF-5071

The Sound of The Now Generation is on

VERVE
FORECAST

Verve/Forecast Records is a division of Metro-Goldwyn-Mayer, Inc.

"santa claus is dead...."



But... Christmas has survived and increased in meaning to a generation that understands what it's all about, and now in 1967, It's Christmas Time Once Again.

Brian Hyland has written and recorded a Christmas song that speaks to and for that generation. Produced by Snuff Garrett for Dot.

*Brian Hyland
"IT'S CHRISTMAS TIME
ONCE AGAIN"
Dot 45-17061*





TOP 100 Albums

DECEMBER 9, 1967

1	PISCES, AQUARIUS, CAPRICORN & JONES LTD Monkees (Colgems COM/COS 104) 1	26	ODE TO BILLIE JOE Bobbie Gentry (Capitol T/ST 2830) 20	52	WINDS OF CHANGE Animals (MGM E/ES 4484) 44	76	MARY IN THE MORNING Al Martino (Capitol T/ST 2780) 81
2	DIANA ROSS & THE SUPREMES GREATEST HITS (Motown M/MS 2-663) 2	27	GROOVIN' Young Rascals (Atlantic 8148/SD 8148) 21	53	SMOKEY ROBINSON & THE MIRACLES MAKE IT HAPPEN (Tamla T/TS 276) 47	77	WITH A LOT O'SOUL Temptation (Gordy G/GS 922) 67
3	STRANGE DAYS Doors (Elektra EK 4014/EKS 7414) 3	28	SMILEY SMILE Beach Boys (Brother T/ST 9001) 24	54	RESPECT Jimmy Smith (Verve V/V-6 8705) 54	78	WITHOUT HER Jack Jones (RCA Victor LPM/LPS 3911) 80
4	SGT. PEPPER'S LONELY HEART'S CLUB BAND Beatles (Capitol T/TS 2653) 4	29	ALBUM 1700 Peter, Paul & Mary (Warner Bros. W/WS 1700) 26	55	SOUL MEN Sam & Dave (Stax 725/SD 725) 58	79	WHEN THE WHISTLE BLOWS Soul Survivors (Crimson LP 502) 82
5	FAREWELL TO THE FIRST GOLDEN ERA Mamas & Papas (Dunhill D/DS 50025) 13	30	RELEASE ME Engelbert Humperdinck (Parrot PA 61012/PAS 71012) 28	56	SURREALISTIC PILLOW Jefferson Airplane (RCA LPM/LPS 3766) 53	80	EYDIE GORME'S GREATEST HITS (Columbia CL 2764/CS 9564) 84
6	VANILLA FUDGE (Atco 224/SD 224) 5	31	SUPER HITS Various Artists (Atlantic 501/SD 501) 32	57	GOLDEN GREATS BY THE VENTURES (Liberty LRP 2053/LST 8053) 56	81	HIGHER & HIGHER Jackie Wilson (Brunswick BL 54130/8L 7-54130) 78
7	SIMPLY STREISAND Barbra Streisand (Columbia CL 2682/CS 9482) 8	32	CAMELOT Soundtrack (Warner Bros. 8/BS 1712) 39	58	WELCOME TO MY WORLD Dean Martin (Reprise R/RS 6250) 63	82	UP, UP AND AWAY Johnny Mathis (Columbia CL 2726/CS 9526) —
8	ARE YOU EXPERIENCED Jimi Hendrix Experience (Reprise R/RS 6261) 6	33	MONKEES HEADQUARTERS (Colgems COM/COS 103) 30	59	SILVER THROAT—BILL COSBY SINGS (Warner Bros. W/WS 1709) 52	83	THE LAST WALTZ Engelbert Humperdinck (Parrot PA 61015/PAS 71015) 106
9	INCENSE AND PEPPERMINTS Strawberry Alarm Clock (UNI 3014/73014) 10	34	SOUNDS LIKE Herb Alpert & Tijuana Brass (A&M LP 124/SP 4124) 34	60	WITH LOVE CHER (Imperial LP 9358/LPS 12358) 71	84	EVERYBODY NEEDS LOVE Gladys Knight & The Pips (Soul S/SS 706) —
10	IT MUST BE HIM Vikki Carr (Liberty LRP 3533/LST 7533) 12	35	FLOWERS Rolling Stones (London LL 3509/PS 509) 29	61	BLAZE Herman's Hermits (MGM E/SE 4478) 46	85	HERE WHERE THERE IS LOVE Dionne Warwick (Scepter M/S 555) 77
11	DR. ZHIVAGO Soundtrack (MGM E/ES 6 ST) 9	36	GONE WITH THE WIND Soundtrack (MGM 1E-10 St) 37	62	TEMPTATIONS GREATEST HITS (Gordy GM/GS 919) 59	86	THE VOICE OF SCOTT MCKENZIE (Ode Z12 44001/Z12 44002) 97
12	4 TOPS GREATEST HITS (Motown M/MS 662) 7	37	COME BACK WHEN YOU GROW UP Bobby Vee (Liberty LRP 3534/LST 7534) 38	63	CLAMBAKE Elvis Presley (RCA Victor LPM/LPS 3893) 74	87	PLEASE LOVE ME FOREVER Bobby Vinton (Epic LN 24341/BN 26341) —
13	TO SIR, WITH LOVE Soundtrack (Fontana MGF 27569/SRF 67569) 14	38	A MAN AND A WOMAN Soundtrack (United Artists UAL 4147/UAS 5174) 33	64	REACH OUT 4 Tops (Motown 660) 55	88	WHIPPED CREAM Herb Alpert & Tijuana Brass (A&M LP 110/SP 4110) 83
14	BEE GEES 1ST (Atco 233/SD 233) 11	39	LOOK OF LOVE Claudine Longet (A&M 129/SP 4129) 35	65	REVENGE Bill Cosby (Warner Bros. W/WS 169) 68	89	PATA PATA Miriam Makeba (Reprise R/RS 6274) —
15	THE DOORS (Elektra EK 4007/EKS 74007) 15	40	BEST OF WILSON PICKETT (Atlantic 8151/SD 8151) 42	66	JOHN GARY CARNEGIE HALL CONCERT (RCA Victor LOC/LSO 1139) 65	90	APPLES, PEACHES, PUMPKIN PIE Jay & Techniques (Smash MGS 27095/SRS 67095) 89
16	LOVE ANDY Andy Williams (Columbia CL 2766/CS 9566) 25	41	FRESH CREAM Cream (Atco 206/SD 206) 43	67	I WAS MADE TO LOVE HER Stevie Wonder (Tamla T/TS 279) 57	91	ANYTHING GOES Harper Bizarre (Warner Bros. W/WS 1716) 91
17	SOUND OF MUSIC Soundtrack (RCA Victor LOCD/LSOD 2005) 19	42	TO SIR, WITH LOVE Lulu (Epic LN 24339/BN 26339) 61	68	DANCING IN THE STREET Ramsey Lewis (Cadet LP/LPS 794) 69	92	ALLIGATOR BOOGOLOO Lou Donaldson (Blue Note 8LP 4263/BLPS 84264) 85
18	WINDOWS OF THE WORLD Dionne Warwick (Scepter SRM/SRS 563) 16	43	THE BOX TOS (Bell 6011/S 6011) 48	69	REVOLUTION Paul Revere & The Raiders (Columbia CL 2721/CS 9521) 62	93	PROCOL HARUM (Deram DE 16008/DES 18008) 92
19	INSIGHT OUT Association (Worner Bros. W/WS 1696) 17	44	MONTOVANI/HOLLYWOOD (London LL 3516/PS 516) 40	70	RIGHTEOUS BROTHERS GREATEST HITS (Verve V/V6 5020) 60	94	REACH OUT Burt Bacharach (A&M 131/SP 4131) 96
20	THE COWSILLS (MGM E SE 4498) 22	45	TURN THE WORLD AROUND Eddy Arnold (RCA Victor LPM/LSP 3869) 49	71	PINK FLOYD (Tower T/ST 5093) 75	95	PSYCLE Happenings (B. T. Puppy BTP/BTPS 1003) 94
21	THE BYRDS GREATEST HITS (Columbia CL 2716/CS 9516) 18	46	BUFFALO SPRINGFIELD AGAIN (Atco 226 SD 226) 50	72	RAVI SHANKAR AT THE MONTEREY INT'L POP FESTIVAL World Pacific (WP 1442/WPS 21442) 72	96	LET IT OUT Hombres (Verve/Forecast FT/FTS 3036) 95
22	A DAY IN THE LIFE Wes Montgomery (A&M 2001/SP 3001) 23	47	ALL MITCH RYDER HITS (New Voice NV/NVS 2004) 41	73	BEST OF SONNY & CHER (Atco 219/SD 219) 79	97	COLLAGE Noel Harrison (Reprise R/RS 6263) 99
23	THE TURTLES GOLDEN HITS White Whale (WW 115/WWS 7115) 36	48	DOCTOR DOLITTLE Soundtrack (20th Century-Fox DTCS 5101) 45	74	FOR A FEW DOLLARS MORE Leroy Holmes (United Artists UAL 3608/UAS 6608) 76	98	HISTORY OF OTIS REDDING (Volt M/S 418) —
24	DIONNE WARWICK'S GOLDEN HITS PART ONE (Scepter SRM/SRS 565) 31	49	DISRAELI GEARS Cream (Atco 232/SD 232) 73	75	THE WORLD WE KNEW Frank Sinatra (Reprise F/FS 1022) 66	99	PLEASURES OF THE HARBOR Phil Ochs (A&M 133/SP 4133) 100
25	ARETHA ARRIVES Aretha Franklin (Atlantic 8150/SD 8150) 27	50	HAWAIIAN ALBUM Ray Conniff (Columbia CL 2747/SC 9547) 51			100	LOOK OF LOVE Dusty Springfield (Philips PHM 200-256/PHS 600-256) 103

101	CLEAR LIGHT (Elektra EKL 4011/EKS 74011) 1	112	THESE ARE MY SONGS Petula Clark (Warner Bros. W/WS 1698) 1	122	LISTEN Ray Charles (ABC ABC/ABCs 595) 1	131	SOMETHING SUPER King Richard's Flugel Knights (MTA MTA 1005/MTS 5005) 1
102	EVERLASTING LOVE Robert Knight (Monument 7000/17000) 1	113	ENCORE Henry Mancini (RCA Victor LPM/LPS 3887) 1	123	I FEEL LIKE I'M FIXIN' TO DIE Country Joe & The Fish (Vanguard VRS 9266/VSD 79266) 1	132	HONEY AND WINE Glenn Yarbrough (RCA Victor LPM/LSP 3860) 1
103	MAN OF LA MANCHA Original Cast (Kapp KRL 4505/KRS 5505) 1	114	BORN FREE Andy Williams (Columbia CL 2680/CS 9480) 1	124	BLUES PROJECT LIVE AT TOWN HALL (Verve/Forecast FT/FTS 3025) 1	133	BOB DYLAN'S GREATEST HITS (Columbia KCI 2663/KCS 9463) 1
104	FISTFUL OF DOLLARS Soundtrack (RCA Victor LOC/LOS 1135) 1	115	THAT'S MY KICK Erol Garner (MGM E/SE 4463) 1	125	LUSH LIFE Nancy Wilson (Capitol T/ST 2757) 1	134	PAUL REVERE & THE RAIDERS GREATEST HITS (Columbia KCL 2662/KCS 9462) 1
105	CANDYMEN (ABC ABC/ABCs 616) 1	116	LATIN' LOVE-IN Tony Mottola (Project 3 PR 5010 SD) 1	126	A KIND OF HUSH Jahn Davidson (Columbia CL 2734/CS 9534) 1	135	MEXICAN TRIP Mystic Moods (Philips PHM 200-250/PHS 600-250) 1
106	GOODBYE AND HELLO Tom Buckley (Elektra EK1 318/EKS 7318) 1	117	ONE NATION UNDERGROUND Pearls Before Swine (ESP ESP 1054) 1	127	FIDDLER ON THE ROOF Original Cast (RCA Victor LPM/LPS 3730) 1	136	DOWN TO MIDDLE EARTH Hobbits (Decca DL 4920/74920) 1
107	STONE PONEYS VOL. II (Capitol T/ST 2763) 1	118	GOLDEN HITS Roger Williams (Kapp KL-1530/KS 3530) 1	128	JUST FOR YOU Neil Diamond (Bang BLP/BLPS 217) 1	137	THE KENNEDY DREAM Oliver Nelson (Impulse A/AS 9144) 1
108	KEEP ON COMIN' ON Tremeloes (Epic LN 24326/BN 26236) 1	119	WHAT NOW MY LOVE Mitch Ryder (Dynovoice DY 1901/31901) 1	129	HOLLIES GREATEST HITS (Imperial LP 9350/12350) 1	138	BEST OF EDDY ARNOLD (RCA Victor LPM/LPS 3565) 1
109	FLYING NUN Sally Field (Colgems COM/COS 106) 1	120	GROOVIN' WITH THE SOULFUL STRINGS (Cadet LP/LPS 794) 1	130	OUR GOLDEN FAVORITES Farrante & Teicher (United Artists UAL 3556/UAS 6556) 1	139	WONDERFULNESS Bill Cosby (Warner Bros. W/WS 1634) 1
110	TODAY'S THEMES FOR YOUNG LOVERS Percy Faith (Columbia CL 2704/CS 9504) 1	121	THERE MUST BE A WAY Jimmy Roselli (United Artists ULA 3611/UAS 6611) 1			140	S.R.O. Herb Alpert & The Tijuana Brass (A&M LP 119/SP 4119) 1
111	SILK AND SOUL Nina Simone (RCA Victor LPM/LPS 3837) 1						

Basic Album Inventory

A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album chart. Feature is designed to call wholesalers' & retailers' attention to key catalog, top steady selling LP's, as well as recent chart hits still going strong in sales. Information is supplied by manufacturers. This is a weekly, revolving list presented in alphabetical order. It is advised that this card be kept until the list returns to this alphabetical section.

AUDIO FIDELITY

Beethoven	The Nine Symphonies	FCS-71	
The Tremeloes	The Tremeloes Are Here	2177	6177
Tony Tanner	Something's Coming	2171	6171
Cesana	Devotion	2182	6182
Winchester Chorale	Music Of The West	2164	6164
Alberto Rochi	Somewhere, My Love	2163	6163
Dick Dia	International Guitars	2129	6129
Cesana	The Velvet Touch	2167	6167
Richard Davis	Tequila A Go Go	2165	6165
Paul Eakins	Belgian Band Organ	2147	6147
The Peels	Juanita Banana	1402	5402
Alan Burke	My Naked Soul		1705
George Jessel	Jessel At His Best!		1706
Jo Basile & Orch.	Acapulco With Love		5947
Dukes of Dixieland	Tailgating With The Dukes of Dixieland		6172
Dukes of Dixieland	Dukes Of Dixieland On Parade		6174
Toni Arden-	Carnevale		6178
Johnny Desmond			
Paul Eakins	Sadie Mae Of St. Louis		6181

BACKBEAT

Joe Hinton	Funny (How The Time Slips Away)	60
O. V. Wright	Eight Men Four Women	66

BELL

Mitch Ryder	All Mitch Ryder Hits	New Voice 2004M2004S
Mitch Ryder & The Detroit Wheels	Sock It To Me	New Voice 2003M2003S
Mitch Ryder & The Detroit Wheels	Breakout	New Voice 2002M2002S
Mitch Ryder & The Detroit Wheels	Take A Ride	New Voice 2000M2000S
Lee Dorsey	Ride Your Pony/Get Out Of My Life Woman	Amy 8010M8010S
James Carr	You Got My Mind Messed Up	Goldwax 3001
The Box Tops	The Box Tops	Bell 6011M6011S
James & Bobby Purify	The Pure Sound Of Purifys	Bell 6010M6010S
James & Bobby Purify	Purify	Beil 6003M6003S
Various Artists	More For Your Money	Beil 6009M6009S
Oscar Toney, Jr.	For Your Precious Love	Bell 6006M6006S
Bob Crewe Generation	Music To Watch Girls By	Dynovoice 9003M9003S
Elmore James	The Sky Is Crying	Sphere Sound 7002M
Elmore James	I Need You	Sphere Sound 7008M

BLUE NOTE

Ornette Coleman	The Ornette Coleman Trio at the Golden Circle Stockholm, Vol. 1	BLP 4224	BST 84224
Herbie Hancock	Maiden Voyage	BLP 4195	BST 84195
Lee Morgan	The Sidewinder	BLP 4157	BST 84157
Lee Morgan	Search For The New Land	BLP 4169	BST 84169
Lee Morgan	Cornbread	BLP 4222	BST 84222
Horace Silver	The Cape Verdean Blues	BLP 4220	BST 84220
Horace Silver	Song For My Father	BLP 4185	BST 84185
Horace Silver	The Jody Grind	BLP 4250	BST 84250
Jimmy Smith	Prayer Meetin'	BLP 4164	BST 84164
Jimmy Smith	Midnight Special	BLP 4078	BST 84078
Jimmy Smith	The Sermon	BLP 4011	BST 84011
Jimmy Smith	Bucket	BLP 4235	BST 84235
Jimmy Smith	I'm Movin' On	BLP 4255	BST 84255
The Three Sounds	Vibrations	BLP 4248	BST 84248
Hank Mobley	Dippin'	BLP 4209	BST 84209
John Patton	Got A Good Thing Goin'	BLP 4229	BST 84229
Donald Byrd	Free Form	BLP 4118	BST 84118

BLUE NOTE (Cont'd)

Donald Byrd	Mustang	BLP 4238	BST 84238
Art Blakey	Indestructible	BLP 4193	BST 84193
Art Blakey	Like Someone In Love	BLP 4245	BST 84245
Bobby Hutcherson	Happenings	BLP 4231	BST 84231
Cecil Taylor	Unit Structures	BLP 4237	BST 84237
Stanley Turrentine	Rough 'N Tumble	BLP 4240	BST 84240
John Patton	Let 'Em Roll	BLP 4239	BST 84239
Blue Note Gems of Jazz	Limited Edition	BLP 2001	BST 82001
Ornette Coleman	The Empty Foxhole	BLP 4246	BST 84246
Duke Pearson	Sweet Honey Bee	BLP 4252	BST 84252
Andrew Hill	Compulsion	BLP 4217	BST 84217
Blue Mitchell	Boss Horn	BLP 4257	BST 84257
Grant Green	Street Of Dreams	BLP 4253	BST 84253
Lou Donaldson	Alligator Bogaloo	BLP 4263	BST 84263

CADET

James Moody	Moody's Mood For Love	613	
Ahmad Jamal	But Not For Me	628	628S
James Moody	Last Train From Overbrook	637	637S
Ahmad Jamal	Jamal At The Penthouse	646	646S
Sonny Stitt	Burnin'	661	661S
Ahmad Jamal	Happy Moods	662	662S
Ramsey Lewis	Stretching Out	665	665S
The Jazztet	Big City Sounds	672	672S
Ramsey Lewis	More Music From The Soil	680	680S
Ahmad Jamal	Alhambra	685	685S
Ramsey Lewis	Never On Sunday	686	686S
Ramsey Lewis	Sound of Spring	693	693S
Ramsey Lewis	Country Meets The Blues	701	701S
Ahmad Jamal	At The Blackhawk	703	703S
Frank Foster	Basie Is Our Boss	717	717S
Ahmad Jamal	Poinciana	719	719S
Illinois Jacquet	The Message	722	722S
Ramsey Lewis	Barefoot Sunday Blues	723	723S
Ramsey Lewis	Bach To The Blues	732	732S
Lou Donaldson	Signifyin'	724	724S
Ramsey Lewis	At The Bohemian Caverns	741	741S
Ahmad Jamal	The Roar Of The Greasepaint	751	751S
Bunky Green	Testifyin' Time	753	753S
James Moody	Cookin' The Blues	756	756S
Ramsey Lewis	The In Crowd	757	757S
Ramsey Lewis	Hang On	761	761S
Ahmad Jamal	Rhapsody	764	764S
Ray Bryant	Gotta Travel On	767	767S
Kenny Burrell	Man At Work	769	769S
Ramsey Lewis	Swingin'	771	771S
Kenny Burrell	The Tender Gender	772	772S
Ramsey Lewis	Wade In The Water	774	774S
Ahmad Jamal	Heat Wave	777	777S
Ray Bryant	Lonesome Traveler	778	778S
Ray Bryant	Slow Freight	781	781S
Ramsey Lewis	The Movie Album	782	782S
Ramsey Lewis	Goin' Latin	790	790S

CADET "4000" SERIES

Etta James	At Last	4003	4003S
Etta James	The Second Time Around	4011	4011S
Etta James	Etta	4013	4013S
Etta James	Top Ten	4025	4025S
Etta James	Rocks The House	4032	4032S
Three Souls	Dangerous Dan Express	4036	4036S
Jean Dushon	Make Way For DuShon	4039	4039S
Bob Hope	On The Road To Vietnam	4046	No Stereo
Art Blakey	Tough	4049	4049S
Jean Dushon	Feeling Good	4048	4048S
Etta James	Call My Name	4055	4055S

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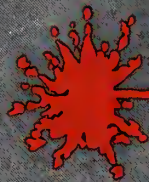


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A proud salute to those BMI writers who won the First Annual Country Music Association C&W Awards.

Song of the Year:

"There Goes My Everything"
by Dallas Frazier,
published by Blue Crest Music, Inc.
and Husky Music Co., Inc.

Instrumentalist of the Year:

Chet Atkins

Male Vocalist of the Year:

Jack Greene

Female Vocalist of the Year:

Loretta Lynn

Entertainer of the Year:

Eddy Arnold

Instrumental Group of the Year:

Buck Owens Buckaroos

Comedian of the Year:

Don Bowman

Vocal Group of the Year:

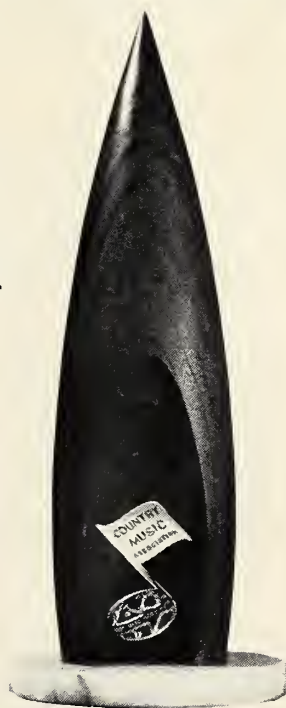
The Stoneman Family:
Ernest Van "Pop" Stoneman
Calvin Scott Stoneman
Van Hayden Stoneman
Donna Stoneman
Roni Stoneman

Album of the Year:

Jack Greene for
"There Goes My Everything"

Single of the Year:

Jack Greene for his single recording
"There Goes My Everything"

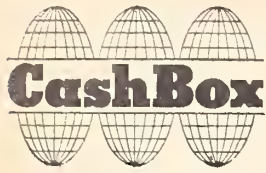


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CashBox Record Ramblings

NEW YORK

Phil Ochs (A&M) sang in what is perhaps the ultimate anti-war rally last week, this one took place in Washington Square and declared the war to be over.

World Pacific has a delightful set out by Maharishi Mahesh Yogi, "The Master Speaks." The master deals with the subjects of Love and the Untapped Source of Power That Lies Within.

During the past week we happened to listen to the "Midnight Special" airing over WMFT-Chicago where the Victor Lundberg "Letter To My Teenage Son" excursion was played and then followed up by "What Did You Learn In School Today" and "Buy A Gun For Your Son," both by Tom Paxton on Elektra.

New York's Cafe Au-Go-Go will feature Clear Light from Dec. 19th to 21st, and Richie Havens from Dec. 19th to 24th. Tim Buckley will play the club from Dec. 26th to Dec. 31st. Going into the new year the club will offer B. B. King from the 4th to the 8th and John Mayall and the Blue Breakers from the 19th to the 21st.

UA's Danny Crystal reports that the Henchmen were on their way to a gig at the Sherri Shack in Branford, Conn. when they had an accident on the turnpike that resulted in a fire. They rented a U-Haul and made it to work in the company of their manager, David Rick.

Metro's Barry Resnick feels hit-bound with "Monterey" by Eric Burdon and the Animals; "South End Incident," by the Beacon St. Union; and "Yakety Yak" by Sam the Sham; as well as "Tick Tock" by Betty Webb.

Danny Fields is happy to announce that he finally found Nico (or that she finally found him.)

Lester Collins of the E. B. Marks pubbery is heading down to the Balto./Wash. area to promote "What A Strange Town" by Jimmy Rodgers, and "I Wonder Who's Kissing Him Now" by Marilyn Michaels.

The Donuts, a group managed by Fat Frankie Scinarlo, are soon to cut their first Atlantic deck . . . Sonny & Cher have a hot new single out entitled, "Good Combination."

John Marsh is working closely with Wildlife on Columbia. The group's first deck is just out on the market.



Leslie Wonderling



Wildlife



Bunny Parker

Our East Coast Girl of the Week is none other than Leslie Wonderling, receptionist at Alouette Productions. She is married to Johnny Wonderling, who has been dubbed by some to be "the wizard of the autoharp."

Janis Ian's "Insanity Comes Quietly To The Structured Mind" broke onto the Top 100 at 88 (with a bullet) this week and looks like another winner for the young lark.

Folkways has a Woody Guthrie LP out entitled "This Land Is Your

Land." The LP sells for \$1. less than usual for Folkways product.

Encouraged by good airplay of the New York Electric String Ensemble's new LP, ESP-Disk has released a single by this group which plays classical music on rock instruments. Despite the group's long hair sounds, the pop instrumentation has resulted in the programming of their set on rock outlets as well as good music stations. Included on the single are 2 cuts from the album, "Fugue #2" and "Gavotte," both by J. S. Bach.

Al "He's The King" Hirt is still sitting in at the Riverboat, playing to packed houses.

The new Judy Collins LP is finally out on Elektra.

Micky Wallach (ABC) wanted us to say something sexy about him, so . . . Raquel Welch is playing Lust in the 20th Century Fox release of "Bedazzled."

A couple of weeks ago, we got sort of confused as just exactly which Girl of the Week was East Coast and which was West Coast. We also got the pictures confused. Bunny Parker was called Andra Willis and vice versa.

Rufus Lumley has cut his first LP for RCA Victor immediately following his grand introductory performance at the MOA convention in Chicago.

HOLLYWOOD

There was hardly a reason to get out of bed. UCLA's Gary Beban had been handed the Heisman trophy, the Mamas and Papas were cutting again and Mark Lindsay had left town.

Harrison Carroll's Herald-Examiner column didn't help lift the lethargy. Warmed-over cabbage, there was not a single major catastrophe reported beneath his byline. Mickey Hargitay may or may not marry Ellen Ciano, Steve Crane's son caught three sailfish and a dolphin and Tony Curtis' kids had colds. But suddenly there's a bright golden haze on the meadow. KMPC's Gary Owens, whose corn is generally as high as an elephant's eye, phones regarding last week's column mention of "inflationary" titles. Forgive us for mangling metaphors. But Owens' corn is our meat.

Anyway, "Kernel" Owens had noted our recent column which had sug-

HIT-MAKING

"THE OOGUM BOOGUM SONG"

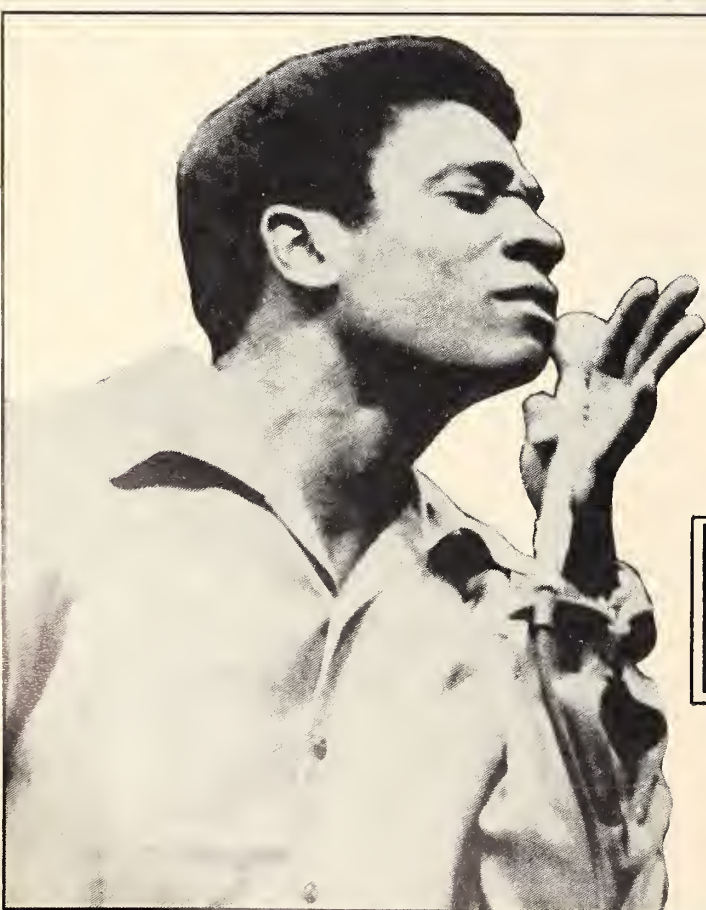
"GIMME LITTLE SIGN"

BRENTON WOOD

Makes it 3 in a row

"BABY YOU GOT IT"

DS #121

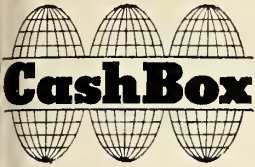


BRENTON WOOD "OOGUM BOOGUM" album includes 'GIMME LITTLE SIGN'

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Cash Box Record Ramblings

gested "updating" some vintage titles, taking into consideration today's enormous cost of living hike. For example, we were particularly partial to Rodgers and Hart's "Johnny Two Note" and "You Are Three Beautiful."

Owens suggests a few other — Johnny Mercer's "Two for My Baby and Three More for the Road," for example. Or "Twice in Love With Amy," and who could ever forget the immortal "Three Nights of Love." Not quite enough as yet for an LP. But close.

More than routine chit-chat also energizes. Underground reports that a west coast magazine publisher may soon enter the recording field. Also that a top five orchestra leader will do ditto with his own label. And that producer Lou Adler, whose batting average of chart titles would put Carl Yastrzemeski to shame, has uncovered a "revolutionary" new group that'll shortly be unveiled on his Ode label. They're five guys out of Topanga Canyon (that's in the San Fernando Valley) and labeled as "totally different" from anything on records. They'll be known as the Spirit.

Another reason for celebration is our "West Coast Girl of the Week" who, it happens, works right here at 6290 Sunset. She is Karen Carlson, a 22 year old 5' 8" enchantress out of Shreveport, La. and the University of Arkansas. Karen is reluctant to publicize her measurements or the fact that she was 1st runner-up in the '65 Miss America Pageant. She would rather have it known that she is "moonlighting" at Estelle Harman

Actor's Workshop and Columbia Studios' Film Industry workshop while "daylighting" as Johnny Mathis and Rojon Productions' Girl Friday. Karen's imposing list of professional credits involve a Bob Hope Comedy Special, the Hollywood Palace, the 20th Century feature "Way, Way Out" plus a dozen TV commercials including Toni, Meyers Bakeries, Pontiac, Joy Dish Detergent, etc. Boss Mathis is currently rejoicing in his single ("Among the First to Know," shipping to jocks this week) and first Columbia album in almost four years — "Up, Up and Away."

Strike Outs — Nancy Wilson, signed



Karen Carlson



Shipley & Brewer



Nancy Wilson

by producers Gary Smith and Dwight Hemion to host the Kraft Music Hall in January, has severed her relationship with attorney-manager Jay L. Cooper. She had been associated with Cooper for the past seven years. . . . Four-time Oscar winning composer-arranger Andre Previn has relinquished his post as "musical director" of MGM's forthcoming production of "Goodbye, Mr. Chips" for which he and lyricist-wife Dory wrote an origi-

nal 18 song score. Films new and indefinite spring start date given for the move, necessitated by Previn's concert tour this spring. Appearances — Canned Heat signed for a one weeker at the Troubador starting Dec. 19th. . . . Joao Gilberto set for the annual "Jazz at UCLA" concert at 8:30 Saturday, Dec. 9th at Royce Hall. . . . Liberty artist Mel Carter taping a Woody Woodbury TV'er Dec. 3rd. . . . The Clingers will sing their newest for Equinox on "Operation Talent," an ABC-TV show — title "Quick Close the Door Before They Find Us." . . . A&M's Shipley and Brewer appearing at the Vanguard

Charlatan Productions set by MGM-Verve Records to produce a short visual film on Eric Burdon and the Animals' newest single "Monterey," their dedication to the International Pop Festival. Film is set to be shipped to key stations in the U.S., Canada and Europe.

In and Around Town — Bob Lissauer to the Gavin Seminar in Vegas and on to L. A. for meetings with author Robert Nathan on their forthcoming musical "Juliet in Mantua." Lissauer's ASCAP firm is publishing. . . . Liberty Records Inc. Italian licensee rep Tony Casetta in for talks with Liberty execs — Casetta is with Beldise. . . . Imperial artist Franck Pourcel here for product conferences with Liberty execs also — he'll be flying in from his home in France for the meetings.

See you all — or many — at the Gavin Radio Program Conference in Vegas commencing Friday, Dec. 8th!

HERE 'N' THERE

Gladys Shelly's "A Man Is A Necessary Evil" has been rushed out as a single by Pearl "Hello Dolly" Bailey. . . . The new cast version of the well-known "Dolly" mainstemmer, starring Cab Calloway in addition to Pearl Bailey, is doing better and better. . . . The Christmas season is finally upon us. The staff here has received the first Christmas card. The honor goes to Snuff Garrett Productions and Viva Records. The card is signed by Ed Silvers, Snuff Garrett, and Mel Bly. It is postmarked 14 Nov. in Hollywood and was received here on 30 Nov.

NEW RELEASES ON DOUBLE-SHOT

Kent & The Candidates
THE NECK DS #120

Senor Soul
PATA PATA DS #122

The Youngfolk
HOW CAN I THANK YOU
b/w FERRIS WHEEL LOVE
DS #123

Floyd & Jerry
CHICK-A, CHICK-A
DS #124

Louise Whitney
GOTTA KEEP ON
WHIZ #603

INTRODUCING

a new star

PAT BRILEY

debuting on **WHIZ RECORDS**
(a product of Double-Shot)

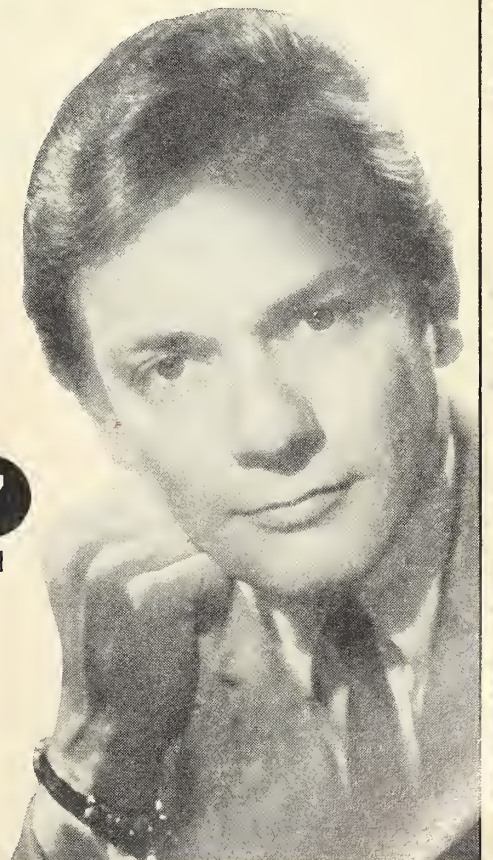
"ONE FOR MY BABY"

WHIZ #601

NOW CLIMBING

THE GRAPEVINE

Things Ain't What They Used To Be
WHIZ #602



every double-shot counts!

**THE REACTION
IS GREAT
TO
A BIG NEW
SINGLE**

BY

**THE WILBURN
BROTHERS**



**"I'M
LEAVIN'"**

c/w

"WASTIN' MY TIME"



32225

DECCA Records is a Division of MCA, Inc.

**Victor Expansion Sends Danny Davis
To Nashville As Executive Producer**

NASHVILLE—Danny Davis has been appointed executive producer with the RCA Victor Nashville offices, according to an announcement made last week by Chet Atkins, manager of the labels Nashville setup. Davis, whose appointment becomes effective on Jan. 1, will report directly to Atkins.

In making the appointment, Chet Atkins remarked, "We're extremely pleased to have Danny as such an important part of the Nashville operation. He was my choice for the job. I first met Danny when he came to Nashville to record in 1952. Because of his love for the Nashville scene, he has been here many times since then for both MGM and RCA Victor. Of course I have a great respect for his A&R capabilities and an even greater regard for him personally."

In other expansion moves by RCA Victor in Nashville, Bob Ferguson and Felton Jarvis have been promoted to Senior Producers. Ferguson and Jarvis will report to Danny Davis in his new position.

In addition, Mary Lynch, currently Chet Atkins' secretary and A&R coordinator, has been promoted to administrator of scheduling for RCA's Nashville operation. She will continue to report to Chet Atkins and will coordinate scheduling operations with Joan Deary, manager of the label's operating services RCA Victor Record Division.

Danny Davis came to RCA Victor in New York in October 1965 as an A&R producer after serving as A&R Director of Popular Albums and singles for MGM Records. Among the artists he produced at RCA Victor are Lana Cantrell and Nina Simone, whom he will continue to produce until further notice.

At MGM he produced recordings on such artists as Connie Francis and

David Rose and brought to America Herman's Hermits. He also acted as recording supervisor for a number of Broadway original cast albums, among which was the 1965 Grammy winner "She Loves Me." Prior to joining MGM, he has been an A&R Producer at Joy Records and an independent producer at Epic, Columbia, and Liberty Records.

Commenting on his new appointment, he said, "I feel privileged to be given the opportunity of working with Chet, Felton and Bob. My going to Nashville is almost fate. Through a period of 15 years, my ties to Nashville have been very strong. In 1952 I first recorded there as a singer and trumpet player. The session was held in Fred Rose's garage which had been converted into a studio. Incidentally the guitar player in the session was Chet Atkins. Many times since then, I've been back as a producer to record various artists. I've always preferred recording in Nashville and feel that "The Nashville Sound" was an all important element in many of the Connie Francis "pop" successes. Much has been said in praise of the musicians and singers there, and it's all true. I look forward to a closer association with the many Nashville publishers who have been so helpful to me in the past."

These appointments by RCA Victor are in line with the total importance of the company's Nashville operation.

Jones Joins Lamb Setup

NASHVILLE—Charlie Lamb, president of the Charlie Lamb Corporation announced today the addition of W. A. "Bill" Jones to his staff in the capacity of executive assistant in the corporation and its allied music publishing firms.

Prior to the new move, Jones had been manager of promotion and advertising for the General Electric stations WSIX AM-FM-TV, in Nashville, a post which he held for the past eleven years. Jones joined WSIX in 1956 when the stations were owned by Louis Draughton of Springfield, Tenn., and remained in the position when General Electric purchased the stations some eighteen months ago. As promotion manager for WSIX, Nashville's ABC affiliate, Jones worked closely with the ABC TV network on promotions for the various network programs in addition to the locally originated Channel 2 programs.

In announcing the addition of Jones to the Lamb Corporation, Charlie said, "We are indeed fortunate in obtaining the services of so well qualified an individual to work with us in our promotion activities and talent-development endeavors inasmuch as new talent will soon be a major factor with us. Jones' network contacts in the promotional field, and his personal association with promotional managers in both radio and TV stations throughout the states are extensive."

**'Hank' Fort Inks
Acuff Rose Deal**

NEW YORK—Eleanor "Hank" Fort, famous for "Put Your Shoes On, Lucy," has signed an exclusive contract with Milene Music Company, a part of the Acuff-Rose Publications group. The announcement of the signing was made by Acuff-Rose general manager Bob McCluskey.

The Nashville, Tenn., music publishing complex will also represent Miss Fort's song catalog under the agreement.

Best known as a composer of novelty songs, Miss Fort also writes religious and patriotic songs and ballads. Her most favorite tunes have been "I Didn't Know The Gun Was Loaded," "Save Your Confederate Money, the South Shall Rise Again," "Pic-a-nic-in' (in the Park)" and "Put Your Shoes On, Lucy."

**Hamilton Renews Pact
With Acuff-Rose Artists**

NASHVILLE—George Hamilton IV has renewed an exclusive contract with Acuff-Rose Artists of Nashville, Tenn., to represent him in all areas of his career, including recording, radio, television and personal appearances.

Hamilton, who recently smashed in the country field with "Break My Mind," has released a new RCA Victor recording, "Little World Girl."

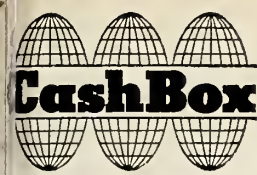
Following his current series of personal appearances at military installations in Germany, Hamilton will be in England for a week, beginning Dec. 4, in connection with RCA's British release of "Break My Mind."

**Moeller-Hudson Building
Set For Dec. Ground-Breaking**

NASHVILLE—"Lucky" Moeller, president of Moeller Talent, Inc., and Bill Hudson, president of Bill Hudson & Associates, Inc., jointly announced plans recently for the construction of a modern two-story office building at the corner of Sigler and 16th Avenue South in the heart of Nashville's famed "Music Row." Ground breaking is expected to be sometime in December with completion of the building set for spring of 1968.

The building, to be constructed by the W. B. Cambren Construction Company, will house the offices of both the Moeller Talent Agency (upper floor) and the Bill Hudson Advertising and Public Relations firm (lower floor).

J. Hal Smith, developer of the property for Moeller and Hudson, estimated the total investment will exceed the \$300,000 level. Smith announced the building is being constructed to accommodate a third, fourth and fifth floor at a later date. Smith also owns the property immediately behind the building which will be developed as a parking lot for tenants of the building.



CashBox Country Top 50

1	IT'S THE LITTLE THINGS (Marsan—BMI) Sanny James (Capital 5987)	1	30	BALLAD OF WATER HOLE #3 (Famous—ASCAP) Roger Miller (Smash 2121)	34
2	YOU MEAN THE WORLD TO ME (Al Gallico—BMI) (David Houston—Epic 10224)	2	31	I'LL LOVE YOU MORE (Pamper—BMI) Jeannie Seely (Monument 1029)	33
3	WHAT KIND OF GIRL DO YOU THINK I AM (Sure Fire—BMI) Loretta Lynn (Decca 32184)	3	32	THIS WORLD HOLDS NOTHING (Since You've Gone) 27 (Cedarwood—BMI) Stonewall Jackson (Columbia 44283)	27
4	WHAT LOCKS THE DOOR (Acclaim—BMI) Jack Greene (Decca 32190)	4	33	I'D GIVE THE WORLD (Page Bay—SESAC) Warner Mack (Decca 32211)	39
5	IT TAKES PEOPLE LIKE YOU 5 (Blue Book—BMI) Buck Owens (Capitol 2001)	5	34	MAKE A LEFT THEN A RIGHT 36 (Central Songs—BMI) Johnny & Janie Mosby (Capitol 5980)	36
6	I DON'T WANNA PLAY HOUSE (Al Gallico—BMI) Tammy Wynette (Epic 10211)	6	35	I DOUBT IT (Ly-Rann—BMI) Bobby Lewis (United Artists 50208)	37
7	TURN THE WORLD AROUND 8 (Fingerlake—BMI) Eddy Arnold (RCA Victor 9265)	7	36	YOU'RE THE REASON (Vogue—BMI) Johnny Tillotson (MGM 12839)	40
8	DOES MY RING HURT YOUR FINGER (Jando—ASCAP) Charlie Pride (RCA Victor 9281)	7	37	CHOKIN' KIND (Wilderness—BMI) Waylan Jennings (RCA Victor 9259)	20
9	BOTTLE BOTTLE (Window—BMI) Jim Ed Brown (RCA Victor 9329)	13	38	BLUE LONELY WINTER (Newkeys—BMI) Jimmy Newman (Decca 32202)	44
10	HOW FAST THEM TRUCKS CAN GO (Vanja—BMI) Claude Gray (Decca 32180)	11	39	LOVE'S GONNA HAPPEN TO ME (Freeway—BMI) Wynn Stewart (Capitol 2012)	43
11	A DIME AT A TIME (Pass Key—BMI) Del Reeves (United Artists 50210)	12	40	ANYTHING LEAVING TOWN TODAY (Newkeys—BMI) Dave Dudley (Mercury 70741)	45
12	FOR LOVING YOU (Painted Desert—BMI) Bill Anderson & Jan Howard (Decca 32197)	24	41	MABEL YOU HAVE BEEN A FRIEND TO ME (Newkeys—BMI) Billy Grammer (Rice 5025)	41
13	BY THE TIME I GET TO PHOENIX (Rivers—BMI) Glen Campbell (Capitol 2015)	15	42	SEE WHAT'S BECOME OF YOUR MAN (Combine—BMI) Johnny Darrell (United Artists 50207)	42
14	GARDENIAS IN HER HAIR (Hill & Range/Maripasa—BMI) Marty Robbins (Columbia 44271)	9	43	HEAVEN HELP THE WORKING GIRL (Wilderness—BMI) Narma Jean (RCA Victor 9362)	49
15	IF MY HEART HAD WINDOWS (Glad/Blue—Crest—BMI) George Jones (Musicor 1267)	17	44	TUPELO MISSISSIPPI FLASH (Vector—BMI) Jerry Reed (RCA Victor 9334)	47
16	GOODY GOODY GUMDROP (Sure-Fire—BMI) Wilburn Bros. (Decca 32169)	16	45	WHY, WHY, WHY (Combine—BMI) Dolly Parton (Monument 1032)	46
17	COUNTRY HALL OF FAME (Yellow River—ASCAP) Hank Locklin (RCA Victor 9323)	23	46	EVERYBODY OUGHT TO SING A SONG (Blue Crest—BMI) Dallas Frazier (Capitol 2011)	50
18	BURNING A HOLE IN MY MIND (Delmare—ASCAP) Connie Smith (RCA Victor 9335)	22	47	WEAKNESS IN A MAN (Gallico—BMI) Ray Drusky (Mercury 72742)	51
19	FOOL, FOOL, FOOL (Cedarwood—BMI) Webb Pierce (Decca 32167)	10	48	ANNA (I'M TAKING YOU HOME) (Gallico—BMI) Lean Ashley (Ashley 2025)	54
20	YOU'VE BEEN SO GOOD TO ME (Summer House, Harmony Hill—ASCAP) Van Trevar (Date 1565)	18	49	PROMISES, PROMISES (Yanah—BMI) Lynn Anderson (Chart 2010)	52
21	I TAUGHT HER EVERYTHING SHE KNOWS (Piedmont—ASCAP) Billy Walker (Monument 1024)	14	50	HERE COMES HEAVEN (Hill & Range—BMI) Eddy Arnold (RCA Victor 9368)	—
22	I THOUGHT I HEARD A HEART BREAK LAST NIGHT (Hill & Range—BMI) Jim Reeves (RCA Victor 9343)	26	51	I WOULDN'T TAKE HER TO A DOGFIGHT Charlie Walker (Epic 10237)	
23	JUANITA JONES (Natson—Post—ASCAP) Stu Phillips (RCA Victor 9333)	25	52	LOOKING OVER MY SHOULDER Bob Willis & Mel Tillis (Kapp 842)	
24	PINEY WOOD HILLS (T.M./Gypsy Boy—BMI) Bobby Bare (RCA Victor 9314)	21	53	TENDER & TRUE Ernie Ashworth (Hickory 1484)	
25	SING ME BACK HOME (Blue Book—BMI) Merle Haggard (Capitol 2017)	31	54	I'M A SWINGER Jimmy Dean (RCA Victor 9350)	
26	DEEP WATER (Milene—ASCAP) Carl Smith (Columbia 44233)	19	55	IF YOU CAN'T BRING IT HOME Trina Lave & Ott Stephens (Chart 1005)	
27	WONDERFUL WORLD OF WOMEN (Cedarwood—BMI) Faron Young (Mercury 72728)	30	56	REPEAT AFTER ME Jack Reno (Jab 90009)	
28	LEARNIN' A NEW WAY OF LIFE (East Star—BMI) Hank Snow (RCA Victor 9300)	28	57	THE ONLY WAY OUT (Is To Walk Over Me) Charlie Louvin (Capitol 2007)	
29	HANGIN' ON (Garpax/Alando—BMI) Gosdin Bros. (Bakersfield In't 1002)	29	58	I'M MOVIN' ON Roy Acuff (Hickory 1479)	
			59	LOVE'S DEAD END Bill Phillips (Decca 32207)	
			60	THE LAST THING ON MY MIND Porter Wagoner & Dolly Parton (RCA Victor 9369)	

THE BIG SELLERS



KITTY RED WELLS • FOLEY

Together again on
a big new single

"LIVING AS STRANGERS"



32225

DECCA RECORDS Division of MCA, Inc.



CashBox Country Roundup

"A distributor will never go broke if he doesn't stock a Mel Tillis record, but many distributors fail to realize one thing: while they may have to hustle and promote and squeeze every last sale out of the single, they're guaranteed a substantial sale on the follow-up LP."

Thus one of countryland's most knowledgeable promo men sums up a situation that has plagued many of his colleagues and the labels which they promote. "If a pop record sells 75 or 100 thousand copies," he continues, "chances are the followup album (if there is a followup album), won't sell enough to pay for the covers. On the other hand, if a country single sells 50,000—which doesn't seem like much by pop standards—the followup album can expect to sell almost an equal figure . . . if not more. And when you talk about selling that many albums it becomes a whole new ball game for the distributors. Unfortunately, not enough distributors are aware of this phenomena in country music."

The promotion man's point is well made. One of the big factors in merchandising records—be it singles or albums—is the coordination between manufacturer and distributor. Many a record has been saved because of a hustling distributor working closely with a manufacturer, while, at the same time, many a record has been lost because of a lack of that hustle.

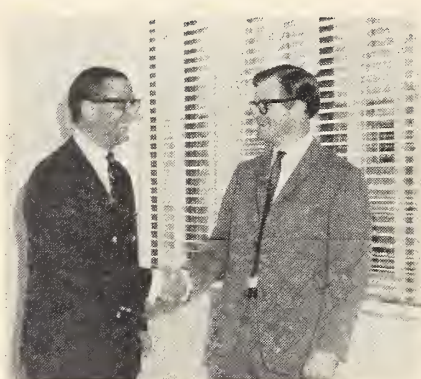
From a distributor's standpoint, there may be good reason for his lack of push on a certain single or even a certain line. It could well be that he is just plain overworked with his bigger and more active lines, and let's face it—that's how he makes his living. Or perhaps it may be apathy or a lack of education as to what's happening in the country market.

If it's the latter, then it's the job of the promo man to become an instructor. He must educate his distributors in the facts of the country music business, especially the chapter that's called "How To Increase Profits" . . . because that's what it's all about. And one of the sure ways to increase

profits on country records is to squeeze that single until it's bone dry, and then mop up some of the gravy when the LP comes along. The sales are there, but in most cases they're not completely automatic. There's a good deal of work involved in scraping up those few extra sales. There's also a good deal of profit involved when an artist's LPs start selling. And almost every label which comes up with hit country singles is ready to follow through with album product.

An axiom that surely applies to this business, if to no other business is: "One man's income hinges on another man's efforts." A distributor in Milwaukee may wind up doing land office business on a record because a tenacious promo man in Atlanta sunk his teeth into the disk and worked it and worked it until he broke it in his area. Or because one deejay in Ft. Worth had faith in the disk and laid on it until it happened.

Let's make no mistake about it. The promo man is the workhorse of the industry. Or at least he should be. The conscientious promo man plods and prods, pushes and pulls, hypes and gripes and quite often winds up with none of the credit due him. But the conscientious promo man is not necessarily skillful or successful at his trade. If he can't get his distributors working with him, all the conscientiousness in the world won't do him a bit of good. But a strong rapport between promo man and distributor is worth its weight in freebies—especially when the distributor realizes that said promotion man has just helped him earn an extra few bucks.



AUS-TREELIAN REPRESENTATIVE-Tree Music topper Jack Stapp (left) extends a limb toward Barry Kimberley, head of the Essex Music group of publishing firms in Australia, on the occasion of the recent announcement of the newly-formed Australian pubbery, Sydney Tree. The new setup, wholly-owned by Tree, is one of the Nashville firm's score of branches and will be functioning under the direction and personal supervision of Kimberley.

Carl Smith seems to be as engrossed in his quarter horses as in his guitar (maybe even more so), judging by the fact that he has just returned to Buster Welch's Quarter Horse College, near Abilene, for another term of training in the ways of the equine. The avid disciple must also be wise to the ways of proselytization, since his brother-in-law, Kenny Hill, has accompanied him on this trip.

Many an artist has been known to have a day (or days) named in his honor, but Rex Allen joined the ranks of a very select few recently when the city of Wilcox, Ariz. designated its new main street in honor of its favorite son, calling the thoroughfare "Rex Allen Drive." The event puts the cap on a 16-year tradition whereby the town would hold a two-day celebration every October in honor of the songster. Plans are now under way to move the house where Rex was born into the city park as a museum, which will contain all of the saddles, guns, wardrobe, scrapbooks

A Capitol Idea

The recent suggestion that perhaps Ferlin Husky may wish to prolong his association with Capitol Records was greeted with enthusiastic response, both from label personnel and the singer himself, who is shown above filling out the well-known dotted line. Flanking him during the occasion were (left to right) Capitol's Ken Nelson, Kelso Herston and Voyle Gilmore.



Country On Stage

JIM ED BROWN

A flatout charmer as a stage personality, Jim Ed Brown returned to the New York limelight last week, and, as could be predicted, won over the fans at the Nashville Room immediately. Armed with a guitar, two sidemen (Bob Eggars on electric guitar and Dave Barton on bass) and a pocketful of his famed easy-going manner, Jim Ed is easy on the ear and a pleasure to see.

Whether he's uncorking a "Bottle, Bottle" his current single smash, or reminiscing with a medley of the big multi-market hits he has enjoyed as a member of the Browns—such as "Scarlet Ribbons," "The Old Lamp-lighter" and, of course, "The Three Bells"—the smooth flow of the show proved to be one of his chief attributes. There are few types of number that he can't handle, and handle well, as evidenced by the fact that less than half of his material was pure country, in the traditional sense. In fact, most

of his repertory is composed of hybrids—folk-country, pop-country, modern country, etc. He even adds a bit of foreign country, with a pretty rendition of "Yesterday," on which he shares the spotlight with sideman.

One of the highlights of the bill of fare was his performance of "Love Of The Common People," which in his words was "possibly the best song of the year." (To which we say: If not the best, it certainly ranks up there with the front-runners.)

Once again, it's interesting to note that the mid-week audience at the Nashville Room was a sizable one, which, as we have pointed out in the past, is quite a feat in New York, where mid-week is not generally the time for stepping out.

All in all, the Jim Ed Brown evening, prefaced by some nice work from Wilbourn and Morrison, was highly enjoyable in both nature and content. Besides, it was fun.

and mementos he has gathered in his travels throughout the world.

In the Nov. 18 issue of Cash Box we printed a story on the growing Little Darlin' operation, but inadvertently overlooked the name of Cristy Lane among the acts on the label's roster. Our apologies, Cristy . . . speaking of the Little Darlin' songstress, her manager, Lee Stoller tells us that he has just helped a new club go country. The club, called the Terregon, is located in Forrest, Ill. and seats 1000 persons. Club owner Glenn Terrell was reportedly so impressed with the opening of countrydom at his house, with a bill featuring the Glaser Bros., the Compton Bros. and the aforementioned Cristy Lane (with deejay Chris Lane acting as emcee), that he turned the club's booking functions over to Stoller. Among some of the name acts already booked for future dates are David Houston, George Jones, Bill Anderson, Connie Smith, Ray Price, Johnny Tillotson and Leon Ashley & Margie Singleton.

In last week's column, while mentioning certain artists who have been successful as 'live' acts with no big hit records going for them, we included the name of Merle Haggard. Needless to say, the name was used in error—the name we wanted to mention was Merle Kilgore. Merle Haggard has been seeing one of his hottest hit streaks ever with such smash records as "I'm A Lonesome Fugitive," "Branded Man," "Swinging Doors," "I Threw Away The Rose" and his current winner, "Sing Me Back Home." We apologize for the foul-up in names.

Roy Acuff, following in the tradition of Bob Hope goes on the road again this Christmas, marking the sixth time in the past ten years that he will be at foreign military installations during the holiday season. The Acuff group, which will feature Roy, Jr., Shot Jackson and Donna Darlene as added attractions, heads this year for the Caribbean on Dec. 17, and will appear in Bermuda, British West

Indies, Panama Canal Zone and Puerto Rico. (In other Christmases the Hall of Famer has traveled to such distant points as Germany, Italy, France, Spain and Viet Nam). Warming up for the forthcoming tour, Acuff and his Smoky Mountain Boys recently staged a special show for those members of the 101st Airborne Division at Ft. Campbell who are scheduled to leave soon for duty in Viet Nam. The show was part of a Screaming Eagles Day farewell salute to the cities of Hopkinsville, Ky. and Clarksville, Tenn.

Although Wally Cochran may be new to Nashville as RCA Victor promotions and sales field director, it seems that little time has been spent in "getting adjusted." On the heels of co-ordinating Victor's participation in the October Country Music Convention, he has been busy with a variety of promos for the company. A "first" was attained for a Victor artist when Waylon Jennings appeared at Woolco Department Store's record department to perform with his group, the Waylors, rather than just sign autographs. Store officials were highly enthusiastic about the effect of last week's performance.

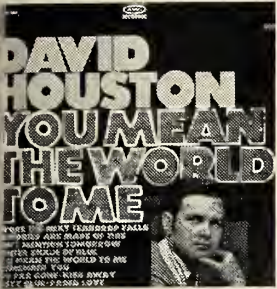
The same week-end Skeeter Davis helped open a new department store in Evansville, Indiana, and the next day she was feted by brand-new All-Country Winn Radio in Louisville, Ky., by the celebration of "Skeeter Davis Day." Still another and perhaps the most ambitious Cochran promo project will involve the "world's largest Christmas card" (12' x 5') signed by thousands of Nashvillians and being sent to Elvis Presley in time for the Yuletide. Co-sponsored by this city's WKDA Radio and Music Land Record Shops, four sections of the card will be displayed at each of the separate shops and, after mass-signing by fans, will be assembled for shipping to Elvis. Prizes for the contest for two winners from each of the four locations will include personal letters and autographed pictures from Elvis.

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Box 667; Belen, N.M.
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A HIT SINGLE
JOHNNY WRIGHT'S
"MUSIC TO CRY BY"
DECCA 32216



CashBox Country LP Reviews



YOU MEAN THE WORLD TO ME—David Houston—Epic LN 24338/BN 26338

David Houston is more than likely to rocket to the upper reaches of the LP charts with this powerhouse LP titled after his chart topping single, "You Mean The World To Me." Among the other tracks, some of the finer selections include: "Memories Are Made Of This," "Misty Blue," "Lighter Shade Of Blue," and "Before The Next Teardrop Falls." It's already headed down the road to spins and sales.



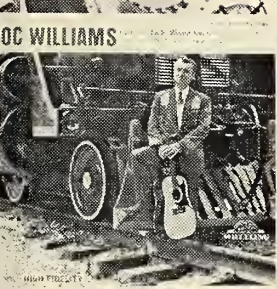
GIVE ME FIVE—Buck Trent—Boone BLP 1212

The electric five-string banjo, played country style, produces a mean sound, and in the capable hands of Buck Cochran, that sound becomes irresistibly infectious. Buck co-wrote six of the numbers on this set with Hank Cochran. Among these are "Give Me Five," "Pickin' Flowers," "Poppin' Corn" and "The Late Sleeper." Could be big things in store for this album. Keep it in sight.



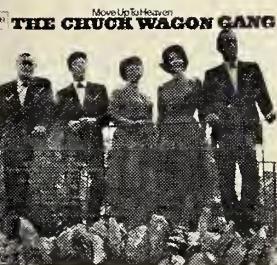
HEART—Tony Douglas—Paula LP/LPS 2198

Tony Douglas could stir up a healthy amount of buying enthusiasm with this spirited LP. Backed up by his own foursome, the Shriners, Tony performs a dozen striking numbers including the title ditty, "Heart," "Curtain In The Window," "There Goes My Everything" and "Keep Your Little Eyes On Me." Give this one a careful listen. It might be a winner.



WHEELING BACK TO WHEELING—Doc Williams—Wheeling WLP 5151

A brilliant guitarist and an excellent singer, Doc Williams here offers a rousing collection of country toe-tappers and ballads. Leading off with a swinging treatment of "Wildwood Flower," Williams goes on to perform eleven more top-notch ditties, among them "Cadillac Jack," "Father Hung The Paper" and of course the title song, "Wheeling Back To Wheeling." Could be a big one.



MOVE UP TO HEAVEN—Chuck Wagon Gang—Columbia CL 2767/CS 9567

The latest addition to the Chuck Wagon Gang's long line of sacred albums, "Move Up To Heaven" is a faith-filled, finely-wrought piece of work that should appeal to thousands of lovers of spiritual music. Performing each selection with artistry and conviction, the group offers "I'm Living On The Mountain," "I'll Be Welcome Over There," "When We Get To Glory Land" and eight others. Excellent production.



I COME HOME A DRINKIN'—Jay Lee Webb—Decca D1 4933/74933

Jay Lee Webb is one of the most versatile and promising young artists in the country music field. He sings, writes songs and plays several stringed instruments, including the guitar, the fiddle, the bass and the mandolin. His talents are shown to excellent advantage on this album, which showcases him in a performance of a dozen potent numbers, including three of his own, "Since You Made A Wreck Out Of Me," "You Never Were Mine" and "Gettin' Ready To Die." Watch this LP for action. It could go far.

CashBox Top Country Albums

1	TURN THE WORLD AROUND Eddy Arnold (RCA Victor LPM/LSP 3869)	1	SINGING AGAIN Ernest Tubbs & Loretta Lynn (Decca DL 4872/DL 74872)	15
2	BRANDED MAN Merle Hoggard (Capitol T/ST 2789)	2	WHAT DOES IT TAKE Skeeter Davis (RCA Victor LPM/LSP 3876)	17
3	YOUR TENDER LOVING CARE Buck Owens (Capitol T/ST 2760)	4	HELLO, I'M DOLLY Dolly Parton (Monument MLP 8085/SLP 18085)	23
4	GENTLE ON MY MIND Glen Campbell (Capitol MT/ST 2809)	6	I'LL HELP YOU FORGET HER Dottie West (RCA Victor LPM/LSP 3830)	26
5	TONIGHT CARMEN Morty Robbins (Columbia CL 2725/CS 9525)	5	SINGIN' WITH FEELING Loretta Lynn (Decca DL 4930/DL 7 4930)	18
6	I'LL NEVER FIND ANOTHER YOU Sonny James (Capitol T/ST 2788)	7	GEMS BY JIM Jim Ed Brown (RCA Victor LPM/LSP 3853)	21
7	LOVE OF THE COMMON PEOPLE Waylon Jennings (RCA Victor LPM/LSP 3825)	9	COLD HARD FACTS OF LIFE Porter Wagoner (RCA Victor LPM/LSP 3797)	19
8	ALL THE TIME Jock Green (Decca DL 4904/DL 4904)	8	FOLKSY George Hamilton IV (RCA Victor LPM/LSP 3854)	20
9	BEST OF EDDY ARNOLD (RCA Victor LPM/LSP 3565)	10	JACKSON AIN'T A VERY BIG TOWN Normo Jean (RCA Victor LPM/LSP 3836)	22
10	ODE TO BILLIE JOE Bobbie Gentry (Capitol T/ST 2830)	3	THE BIG HITS Statler Bros. (Columbia CL 2719/CS 9519)	24
11	LAURA (What's He Got That I Ain't Got) Leon Ashley (RCA Victor LPM/LSP 3900)	13	QUEEN OF HONKY TONK STREET Kitty Wells (Decca DL 4929/DL 7 4929)	29
12	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart (Capitol T/ST 2737)	11	WATERHOLE #3 Roger Miller (Smosh MGS 27096/SRS 67096)	25
13	THE PARTY'S OVER Willie Nelson (RCA Victor LPM/LSP 3858)	14	SPANISH FIREBALL Honk Snow (RCA Victor LPM/LSP 3857)	—
14	MY ELUSIVE DREAMS David Houston & Tommy Wynette (Epic LN 24325/BN 26325)	12	COOKIN' UP HITS Liz Anderson (RCA Victor LPM/LSP 3852)	30
15	BEST OF CONNIE SMITH (RCA Victor LPM/LSP 3848)	16	THE BUCKAROOS STRIKE AGAIN (Capitol T/ST 2828)	—

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Picks of the Week
RAY PRICE (Columbia 44374)

Take Me As I Am (Or Let Me Go) (2:54) [Acuff-Rose BMI-Bryant]

Currently in the midst of one of his strongest periods ever, record-wise, Ray Price is guaranteed to be soaring once again with "Take Me As I Am" (Or Let Me Go). Price's inimitable "country soul" gets generous representation on this strong ballad side. Watch it go. Flip: "In The Summer Of My Life" (3:30) [Emanuel ASCAP-O'Kun]

JOHNNY CASH (Columbia 44373)

Rosanna's Going Wild (1:54) [Melody Lane o.b.o./Copper Creek BMI-J./H./A. Carter]

Somewhat in the spicy brass-laced flavor of "Ring Of Fire," Johnny Cash's latest single is an off-beat number from the combined pen of the Carters. Titled "Rosanna's Going Wild," the deck is a lively commentary that should be another big item on the Cash register. Flip: "Roll Call" (2:42) [Southwind BMI-Carnahan]

TAMMY WYNETTE (Epic 10269)

Take Me To Your World (2:47) [Al Gallico BMI-Sherrill, Sutton]

By far the hottest new female artist of the last year, Tammy Wynette teams up once again with one of hottest songwriting teams in countrydom, Glenn Sutton and Billy Sherrill, for what should be another smash. Titled "Take Me To Your World," the lid looks like another huge chart item. Flip: "Good" (2:30) [Al Gallico BMI-Sherrill, Sutton]

DON GIBSON (RCA Victor 9395)

Where No One Stands Alone (2:46) [Mosie Lister SESAC-Lister]

Looks like Don Gibson should soon be carving himself another chart niche with the release of "Where No One Stands Alone." Plaintive and spiritual in sound, the lid could be his biggest in quite a while. Flip: "Satisfied" (2:22) [Acuff-Rose BMI-Carson]

FLATT & SCRUGGS (Columbia 44380)

Down In The Flood (2:19) [Dwarf ASCAP-Dylan]

What with the success of their recent "California Uptight Band," Lester and Earl should be back on the turntables in short order as a result of "Down In The Flood." The funky, throbbing sound should see more twin-market action for the boys. No flip info available at this time.

JOHNNY DARRELL (United Artists 50235)

The Son of Hickory Holler's Tramp (2:53) [Blue Crest BMI-Frazier]

With the same sharp bite as "Ruby, (Don't Take Your Love To Town)" Johnny Darrell offers another rather strong bit of material in "The Son Of Hickory Holler's Tramp." While it will probably face some criticism, this one should have a success story very similar to that of "Ruby." Flip: "But That's Alright" (2:00) [Brenner BMI-Inman]

NAT STUCKEY (Paula 1293)

My Can Do Can't Keep Up With My Want To (1:43) [Stuckey BMI-Stuckey]

Looks like Nat Stuckey should be back riding the chart range once again as he bemoans the fact that "My Can Do Can't Keep Up With My Want To." Although he claims that age has overtaken him, he should have enough zing left to make a good-sized climb in the Top 50. Flip: "If There's No Other Way" (3:07) [Su-Ma BMI-Stuckey]

FREDDIE HART (Kapp 879)

Togetherness (2:15) [Blue Book BMI-Hart]

One of the strongest Freddie Hart offerings in quite a while, "Togetherness" could become his biggest sales success ever. The potent, warmhearted ballad is bound to conquer quite a few disk collectors. Flip: "Portrait Of A Lonely Man" (2:19) [Minute Men BMI-Phillips]

MOLLY BEE (MGM 13864)

Sinner's Wine (2:45) [Central Songs BMI-Mason]

Her strongest country item in a long time, "Sinner's Wine" should prove to be quite an interesting sales piece for Molly Bee. No middle-of-the-road item, the lid is a feelingful lament that should quickly re-establish her with country audiences. Flip: "Fresh Out Of Tryin'" (2:36) [Rustland BMI-Price, Bee]

Picks of the Week
VERNON OXFORD (RCA Victor 9372)

That's The Way I Talk (1:55) [Wilderness BMI-Howard]

With an excellent piece of material, Vernon Oxford should quickly outdo the sales action of his recent noisemaker, "Little Sister, Throw Your Red Shoes Away." The honky-tonkin' flavor of this one, called "That's The Way I Talk," gives it a good shot to score huge points. Flip: "Roll Big Wheels Roll" (2:22) [Sure-Fire BMI-Williams]

Newcomer Picks
GENE HOOD (Chart 1011)

There's Gonna Be Lovin' (2:00) [Peach SESAC-Hood]

Gene Hood's been looking for that first big one for some time, and this lid, titled "There's Gonna Be Lovin'," may just be it. Gene rolls along with a happy-go-lucky charmer that's sure to attract lots of attention. Flip: "Never Once" (2:34) [Peach SESAC-Hood]

Best Bets
EDDIE DOWNS (Capitol 2049)

I Couldn't See You For My Tears (2:48) [Central Songs BMI-Christensen, Franzese] Eddie Downs may find himself face to face with a Top 50 chart berth as a result of this one. The pretty ballad deserves an extra listen. Flip: "An Occasional Wife" (2:26) [Central Songs BMI-Downs]

JOHNNY CARVER (Imperial 66268)

Your Lilly White Hands (2:13) [T.M., Blue Echo BMI-Griff] Another solid interpretation of the tune, this outing by Johnny Carver could take a nice slice of the sales pie. Looks like a battle for Ray Griff. Flip: "What If It Happened To You" (2:26) [Metric BMI-Turner, Carver]

ROSE MADDOX (Uni 55040)

The Bottom Of The Glass (2:28) [Freeway BMI-Darnell, Seamen] A goodly number of Rose Maddox fans are apt to be out after this newie. An uptempo tale of misery, the deck should see plenty of spins along the line. Flip: "Step Right In" (2:24) [Central Songs BMI-Maddox, Duck-on]

JOHNNY DUNCAN (Columbia 44383)

Baby Me Baby (2:07) [Wilderness BMI-Howard] In a blues-oriented vein, this plaintive session could be just the thing to establish Johnny Duncan on a national basis. A pretty lid worth a listen. Flip: "Mystery" (2:44) [Vintage BMI-Tapp, Tubert]

GEORGE MORGAN (Starday 825)

Barbara (2:57) [Home Folk, BMI-Owens] This one is a plaintive tale of lost love that could earn spins aplenty for George Morgan. Watch it for action. Flip: "Sad Bird" (2:46) [Starday, BMI-Hill, Morgan]

THOMPSON BROS. (Ivanhoe 5022)

Walk Away (2:27) [Criterion, Bounds BMI-Davis] The haunting flavor of this ballad offering from the Thompson Bros., plus the pretty job done by the boys, gives the deck a good chance for big success. Nice sound from the crew. Flip: "Faded Love" (2:54) [Hill & Range BMI-B./T. Wills]

BILL HOWARD (Decca 32231)

Lonesome Before My Time (2:42) [Forrest Hills BMI-Howard] Bill Howard may work up a big head of steam with this blues-filled side. Feelingful rendition by the songster may make it a big one. Flip: "Don't You Think It's A Little Late For That" (2:30) [Forrest Hills BMI-Gary, Hayes]

MARIA DALLAS (RCA Victor 9386)

Ron't Love Me Too Much (2:29) [Acclaim BMI-Mize] Here's a real pretty tune that could open lots of doors for Australia's Maria Dallas. The "down under" gal may find herself on top as a result. Flip: "It's Such A Pretty World Today" (2:25) [Freeway BMI-Noe]

TOMMY HUNTER (Columbia 44367)

Charlie's Side (2:40) [Delmore, ASCAP-Coben] Tommy Hunter could have a sizeable moneymaker in his possession with this heart-rending variation on the theme of the eternal triangle. Nice effort by the chanter. Flip: "Half A World Away" (2:44) [Bourne, ASCAP-Dee, Kent]

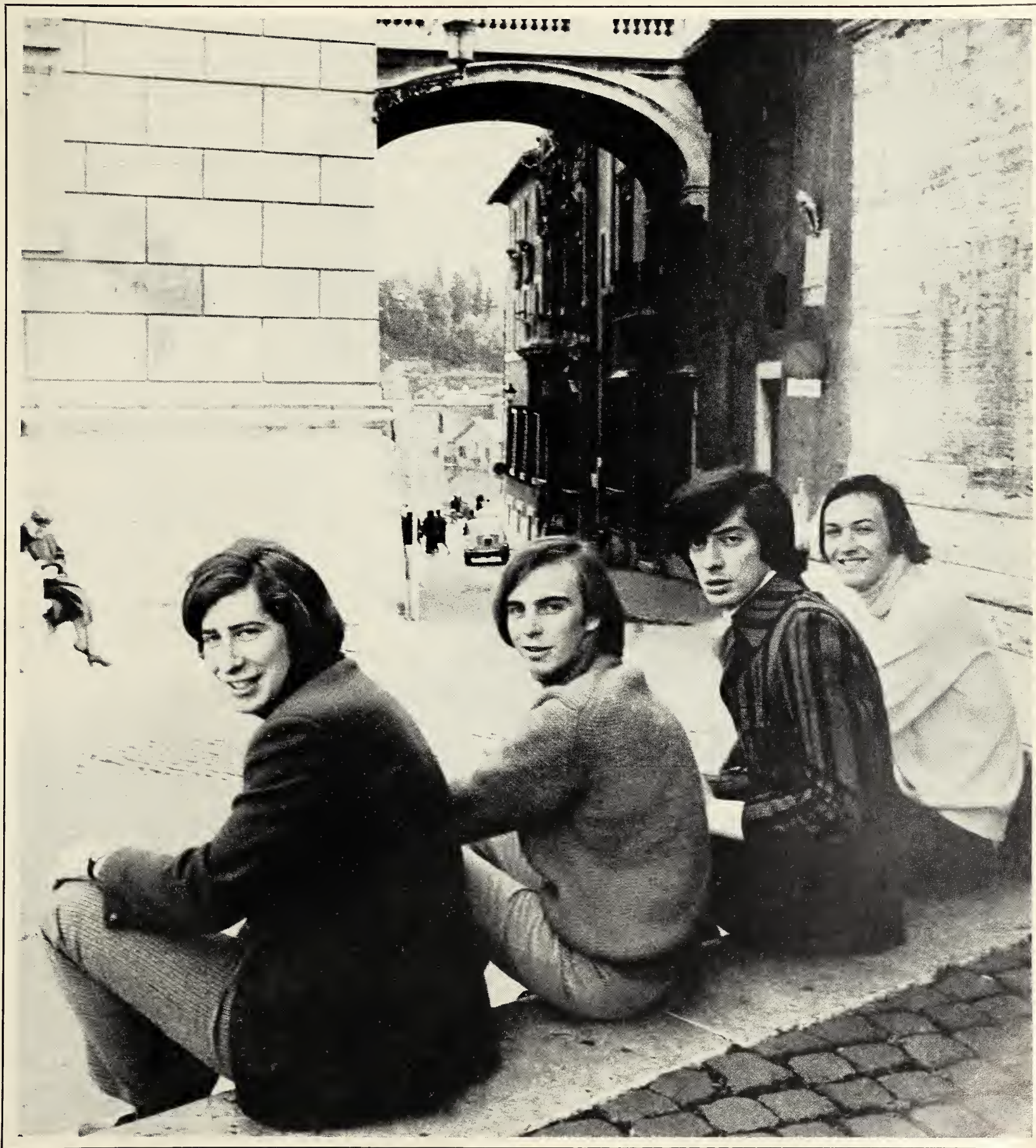
PRISCILLA MITCHELL (Mercury 72757)

Your Old Handy Man (2:14) [Combine, BMI-Parton] Priscilla Mitchell puts her foot down about the amount of work she's expected to for her husband on this contagious, spirited, Dolly Parton-penned toe-tapper. Could be a big one. Flip: "Who's Cheating Who" (2:06) [Jack, BMI-Westberry]

Cash Box



December 9, 1967



British group, The Rokes, left their homeland to find success in Italy, where they have established themselves as the No. 1 group. They have their own TV show and the recordings are released by RCA Italiana. After television appearances in Holland, France and Belgium The Rokes arrived in Britain to promote their latest single "Because I Love You." Pictures above from left to right are: Bobby, Johnny, Shel and Mike.



British Devaluation Soberly Surveyed

By Labels Caught In Profit Squeeze

LONDON—With little or no chance of the price of records being raised—indeed indications are that the reverse is more likely to be the case—the British record industry has solemnly calculated the cumulative effects of the devaluation of sterling.

Profit Concerns

The major disk companies have not incurred immediate losses and, in terms of exports, which last year amounted to £3,777,000, they stand to gain by slightly more than 14 per cent. But the record business more than most other industries geared to leisure spending is mightily concerned with profit margins that are being squeezed too close for comfort. At a time when increasing competition for talent and executive staff is putting up "below the line" costs at a rate causing alarm among some industry leaders, the final harassments of Britain's squeeze-and freeze economic climate have been intensified by the devaluation.

Anticipated petrol price increases will tend to put up distribution costs and pressing overheads. The export rebate has been lost and Selective Employment Tax (payroll tax) which, before devaluation, was refunded to manufacturing industries such as the record business, will no longer be paid back by the Exchequer. Interest rates have also gone up. Diskers who have put up dollar guarantees to American companies will now have to sell 14 per cent more records to remain at par. Directly hit, too, are the importers of foreign disks, which, according to Selecta, a major distribution operation, is a growing business, there is a sufficient profit margin in the activity for the importers to absorb the increase cost. It's likely now that

record companies will be looking hard for areas where expenditure can be pruned. The wasteful process of releasing too many singles is bound to come under close scrutiny and a general clamp down on spending can be expected. But, importantly, diskeries realize that they must appear to be drawing in their horns in the face of incoming American operations with well stocked coffers and some fancy marketing notions. Although the effects are expected to be marginal, devaluation has, in a nutshell, provided yet another headache for an industry already in something of a turmoil.

Devaluation Revises Northern Profit Pic

LONDON—E. C. Silver, Chairman of Northern Songs, which publishes the music by The Beatles, has told stockholders that devaluation has enabled him to revise his profit forecast for the current year from "not less than £625,000 to about £665,000."

With more than £700,000 in foreign currencies from royalties and dividends having been received during last year, it was obvious that the figure would increase in terms of pounds sterling in future years. The increase in corporation tax would put up the charge of profits for the year to April 30th, 1967 by £3,500 only because it applied to profits earned before April 1st.

Court Upholds Raphael-Hispavox Pact

NEW YORK—The validity of a disk contract between star singer Raphael and Hispavox Records of Spain has been upheld in a Spanish Labor Relations Court in Madrid.

The record company had brought an action against the artist claiming that contracts entered into by the singer with the Spanish Odeon label and other EMI affiliates were invalid.

Raphael, a major Spanish artist, is released in the United States through United Artists Records, the Hispavox American licensee. The United Artists LP "Canta Raphael" has reportedly sold in excess of 100,000, believed to be a record sales level for a Spanish artist in the United States.

In the Spanish court action, attorneys for the singer argued that Raphael had cut the 40 sides for the label, which, they claimed, was stipulated by the contract. The court, however, held that the 40 figure was simply a minimum and that the pact was in force until early 1969 with an option thereafter.

Raphael, the action charged, cut several LP's independently and thereupon entered into an arrangement through EMI affiliates, Pathe-Marconi in France and Odeon in Spain, for the release of these disks. The albums have since been marketed. Hispavox, in view of the favorable Labor Court decision, is now expected to carry the matter into the general Spanish courts with an action for damages against Odeon.

France Action

In France, meanwhile, an action brought by the Hispavox licensee,

Vogue Records, against the alleged infringing firm, Pathe-Marconi, is in recess pending the filing of additional written arguments by both parties to the matter. Earlier published reports that the action brought by Vogue seeking an injunction against Pathe-Marconi had been thrown out were termed "erroneous." A statement before the French court by attorneys for Raphael that the Spanish contract between the singer and Hispavox had been "rescinded" was challenged for proof by opposing counsel. The proceeding was recessed pending presentation of further evidence on the contention.

Martino March Tour

HOLLYWOOD—Capitol Recording artist Al Martino will embark on a two month concert tour throughout Europe in March with the possibility of playing behind the Iron Curtain. Trek, which kicks off in London, is geared with stops in Paris, Brussels, Berlin, Hamburg, Vienna, Copenhagen, and Stockholm. What Martino wants is to play East Germany, along with Hungary and Poland. Negotiations are underway for latter spots via the U.S. Cultural Exchange.

Global Trek For EMS

NEW YORK—Peter Leeds, who manages Every Mother's Son, reports that tours of the Far East and Europe are in the offing for his group as a result of the popularity of his group's first click, "Come on down to My Boat, Baby," in these areas.

Lolita, New Singer, Wins Zurich Fest

ZURICH—Lolita, 17-year-old vocal newcomer from Italy, won the 11th Zurich contest of hits from Italy held on Saturday, Nov. 25. Second place was taken by Joe Sentieri of Card Juke Box Records with the song, "Ill Mio Paese," published by C. A. Rossi.

Lolita, signed by the new Milan-based label, Magic Records, sang "La Mia Vita Non Ha Domani," published by Lord.

The event was broadcast via Eurovision to Switzerland, Spain, Portugal, Yugoslavia, Monte Carlo, Belgium, Germany, Austria, Hungary and Rumania. A video-tape will be aired in Italy in a few weeks.

Star guest of the contest was Gigliola Cinquetti (CGD), who performed her latest hit, "La Rosa Nera," published by Sugarmusic.

Roland Kluger: British Success In U. S. Spurs Writer-Artist Boom In Benelux

NASHVILLE—The British Sound invasion of the U.S. has given rise to increased activity among writers and artists in Belgium, the Netherlands and Luxembourg, a music man from the Benelux countries contends.

Roland Kluger, manager of Acuff-Rose Benelux, offered this opinion while he was in the U.S. last week to confer with officials of Acuff-Rose publications, Nashville-based music publishing, recording and talent booking complex.

"The Beatles' success has created a complete new generation of writers and the number of local artists is increasing," he said.

Kluger added that it would be "very difficult" for the Benelux countries to match Britain's musical success in the U.S. "because of the language differences." While English is frequently spoken in the three European countries, the predominant languages are French, Flemish, Dutch and German.

The exec observed that while both France and Italy have groups as popular as the Beatles, none of their records have made the U.S. charts.

Belgian Hits

Despite the language barrier, several widely known songs have come out of Belgium, the Netherlands and Luxembourg. "Manhattan Spiritual" was first recorded on the Palette label, though the song was written by an American, Billy Maxstedt. Other widely known songs that have come from the Benelux countries are "Petite Waltz," "Hawaii Tattoo," and "La Plaia," a million seller in Japan.

At the same time, there is a great

interest in music from the U.S. in the Benelux countries according to Kluger.

Country Music Strides

Country music, an exclusive U.S. product, also appeals to peoples of the Benelux countries. Kluger observed that "Tennessee Waltz" was a "big standard" there and that "Oh, Lonesome Me" also became a big hit.

Songs on the hit parades of the Benelux countries closely parallel current U.S. favorites in sound and content, he continued.

"The young people are greatly influenced by what they see and hear about music from the United States and Great Britain," he said.

Promotion of popular records is more difficult in the Benelux countries than in the U.S., because all recognized radio and television stations are owned by the various governments, said Kluger.

"We might be able to get a new record played twice in a day, where the same record might be played 10 times in a day by a U.S. radio station," he said.

Kluger, who succeeded his father as manager of Acuff-Rose Benelux five years ago, was in Nashville to confer with Wesley Rose and Bob McCluskey, president and general manager of the parent company, and other Acuff-Rose officials.

"Much of our time was devoted to listening to each other's music and exchanging ideas about the industry," said the visitor.

Acuff-Rose Benelux is headquartered in Brussels, Belgium, with offices also in Amsterdam and Luxembourg.



EVERYTHING'S 'PATA PATA'—Shown at a reception held by Pye Records for Miriam Makeba at the Pye home offices, are (from the left): Les Cocks, general manager; Robert Schwaid, the lark's manager; Miriam Makeba; and Louis Benjamin, managing director of Pye Records.

FILM MUSIC SPECIAL

BRITAIN IN FOCUS

DURING THE PAST YEAR THE AMERICAN FILM INDUSTRY HAS COME TO LOOK AT EUROPE IN A NEW LIGHT AND IS SETTING UP FILM PRODUCTION HERE ON AN UNPRECEDENTED SCALE. THE INVASION IS OF TRULY MASSIVE PROPORTIONS AND INVOLVES MANY NATIONS INCLUDING BRITAIN, FRANCE, ITALY, SPAIN AND OTHERS. FILM COMPANIES WHICH, IN PREVIOUS YEARS, HAVE MADE A HANDFUL OF PICTURES OUTSIDE THE U.S. HAVE SUDDENLY JACKED UP EUROPEAN PRODUCTIONS TO NUMBER DOZENS. MAJOR COMPANIES SUCH AS PARAMOUNT, 20TH CENTURY-FOX, UNITED ARTISTS ET AL PLUS MANY INDEPENDENT PRODUCTION OPERATIONS, HAVE MOVED TO ESTABLISH FIRM Footholds IN EUROPE. AND, IMPORTANTLY, EUROPE LOOKS SET TO BECOME THE "HOLLYWOOD" OF THE IMMEDIATE FUTURE. THIS AMERICAN FILM MIGRATION IS DIRECTLY TRACEABLE TO THE DEMANDS OF TELEVISION. NOT ONLY HAS HOLLYWOOD BECOME THOROUGHLY IMMERSSED IN PRODUCTION OF TV SERIES THUS PRECIPITATING IN PART "RUNAWAY" FEATURE PRODUCTION I.E. LOCATIONING OF FILMS ON FOREIGN SOIL BUT, MORE IMPORTANT, THE NETWORKS HAVE EATEN UP MOST OF THE BACKLOG OF HOLLYWOOD FILMS AND ARE HUNGRY FOR MORE. AT THE PRESENT TIME, THE THREE AMERICAN NETWORKS ARE RUNNING SIX FEATURE FILMS A WEEK. MOREOVER, OF ALL THE PROGRAMMING PREMIERED IN THE LAST FALL SEASON, ONLY THE MOVIE EMERGED AS A SOLID RATING WINNER. CONCERNED TO KEEP THEIR AUDIENCES, THE NETWORKS ARE NOW THINKING IN TERMS OF "DOUBLE BANKING" FEATURE FILMS, OF RUNNING TWO MOVIES A NIGHT, IN ORDER TO REPLACE PROGRAMMING REJECTED BY AMERICAN VIEWERS. THE QUESTION ARISES, THEREFORE, AS TO WHERE THE NETWORKS WILL GET THEIR FEATURES. IF TV HAS ALREADY USED UP THE VAULTED MATERIAL OF 30 YEARS PRODUCTION IN HOLLYWOOD, THE NEED FOR AN ENORMOUS PRODUCTION SUPPLY IS GLARINGLY APPARENT. AND WITH THE NETWORKS PREPARED TO PAY \$500,000 OR MORE PER PICTURE, THE MEDIUM BUDGET FILM CAN EXPECT TO RECOUP ALL OR MOST OF ITS PRODUCTION COSTS FROM TV. THIS MEANS, OF COURSE, THAT MOST OF THE PROCEEDS FROM THEATRICAL RELEASE BECOME PROFIT. LARGER AMERICAN CORPORATIONS, SUCH AS GULF & WESTERN WHICH TOOK OVER PARAMOUNT, AND SUBSEQUENTLY, DESILU HAVE BEEN QUICK TO REALIZE THE ENORMOUS PROFITABILITY THAT LIES IN SETTING UP A FAST FLOWING FILM PRODUCTION LINE. G & W LAIO \$60,000,000 ON THE LINE FOR EUROPEAN PRODUCTION JUST WEEKS AFTER IT HAD TAKEN OVER PARAMOUNT. AND OTHER ENORMOUS INVESTMENTS ARE BEING MADE IN EUROPEAN PRODUCTION. IF THE ECONOMICS ARE STAGGERING, SO TOO ARE THE OPPORTUNITIES. SUDDENLY, THE AMERICAN INDUSTRY HAS CREATED FOR EUROPEAN TALENT THE SORT OF CHANCE THAT HOLLYWOOD OFFERED IN ITS HEYDAY. INTERNATIONAL RECOGNITION. AN INTEGRAL PART OF THIS VAST UPBEAT IN FILM PRODUCTION IS THE SEARCH FOR TALENT AND THE FIRST PLACE THE AMERICANS ARE LOOKING (IF ONLY BECAUSE OF THE LANGUAGE CONSIDERATIONS) IS BRITAIN. EVEN AS THE FILM COMPANIES ARE DISCOVERING HERE A WEALTH OF TALENT IN TERMS OF ACTORS AND DIRECTORS, SO, TOO, ARE THEY DISCOVERING BRITISH COMPOSERS. THE BREAKTHROUGH HAS ALREADY BEEN MADE, NOW BOTH THE FILM AND MUSIC INDUSTRIES ARE LOOKING FOR THE FOLLOWTHROUGH.

Without question, the high point of Britain's film music scoring and composing came when John Barry, a 30 year old, academically trained composer, probably best known locally for his pop activities, handed off the top competition in the world to win a double Oscar for his work on "Born Free." Barry took the Academy Award for writing the best score and the best song. He shared the latter citation with Don Black who created the lyrics, and became the first British lyricist to win such a coveted award.

Turning Point

The Barry-Black success also became a turning point in British film music circles. For years British producers, conservative in approach and determined that their films should have the traditional good taste in music, shunned the thought of having a commercial score of a non-proven composer. Now Barry, who had edged his way into pictures via unimportant pop movies, had brought a stature and dignity to film music which had previously been unattained by British composers. That he had done so on a picture financed by American money was a double triumph for Barry. For he set a precedent here, so far as the Americans were concerned. He had shown that there was talent in Europe which could rank with the best America could produce. And he had spelled out for the British composer that the film would be his oyster. Barry had previously shown that he had a scientifically commercial approach. As disks the sound film scores, particularly "Goldfinger" sold in their millions and proved an effective part of the promotion of the films. On the success of those scores alone, he was being inundated with offers of features. But the Oscar has put Barry in a class on his own amongst domestic composers and, probably more important, has put the stamp of dignity and taste on a "commercial" score. If before "Born Free" there were any doubts left amongst local producers as to the acceptability of commercial film music there can be none now.

Benefits Outlined

British producers have learned, too, the benefits of a commercial film score in terms of promotion and revenue. Their more commercial approach and their willingness to try new composers in film are creating nursery slopes for authors who might otherwise never expand into the major film market. One man deeply involved in bringing about the change in attitude amongst the British is Harold Shampian. Still heavily committed to the film industry as a music publisher, Shampian was

for many years co-ordinator of film music for the Rank Organization, one of the Big Two film operations in Britain. He was instrumental in shoe-horning into films many top British composers and probably did more than anyone in those days to break down producers' insistence on academic scores which had value only as a score and not as a commercial record. Shampian is the first to admit that every film does not lend itself to a commercial theme. But his point was that of the many that did, only a minority were being properly exploited. The Americans were much more quickly alert to box-office potentiality which could arise out of a hit record and have made a whole industry out of the soundtrack business.

Growing Market

With the rare exception of a "Sound of Music" or a "Mary Poppins" the British album market for soundtracks is not vast. But the total British market for albums is not vast either. What's important is that it's growing (mainly via low priced L.P.s) and the "current" film albums such as "Dr. Zhivago" and "Thoroughly Modern Millie" are top ten material. It was Shampian who secured Barry's entry into the major film market when he persuaded the producer, Peter De Saringny, to let him score "Never Let Me Go" which starred Peter Sellers. Don Black also learnt the film trade through Shampian. And a half dozen others owe their introduction to films to the ex-Rank staffer who was doubtlessly the first to foresee new horizons for British film music. Now that the Americans have moved so determinedly into the picture, those horizons are a lot nearer. Take, for example, the spiralling career of Don Black, a lyricist who, since 1960 when he first penned a song for a short film, has developed into one of the best known lyric writers of our time. Significantly, Black's two greatest achievements have come through his film writing. The first, of course, was "Born Free" which now has the distinction of being the most recorded song ever. If, as is commonly said, a singer looks first for an intelligent lyric in a song, then the measure of Black's success can be gauged by the multiplicity of artists who have recorded the number. Black's second high point came when Lulu's rendering to "To Sir, With Love" topped the American Hit Parade. Number one was originally issued as a B-side but although it lost most of its early plays to the A-side "Let's Pretend", it broke through to make No. 1 in the States. As with Barry, Black is inundated with commissions and he now works with the greatest names in film music both from America and the continent.

He's currently working with Henry Mancini on two numbers for Peter Sellers' latest film "The Party". And he has put the words to works by such eminent continental composers as Michel Le Grand and Francis Lai. Black is not aloof of local composers, however, and apart from John Barry he's worked with many of the best. His richest association since "Born Free" in terms of dollar success has been with a relative newcomer to the film arena Mark London, who wrote the "So Sir With Love" theme. Black is paired with London again in the title song of "House of a Thousand Dolls".

Established Newcomers

Barry and Black, and Leslie Bricusse, Tony Newley and Lionel Bart in a more theatrical sphere, provide the spearhead of "name" British writing talent so far as American movie industry is concerned. Behind the spearhead however there is a line up of budding and maturing talents which, with the boom in feature film production, would appear set to provide an effective follow through. People such as Patrick John Scott, academically trained composer who cut his scoring teeth less than two years ago and has scored half a dozen films including three for the Rank Organization of which "The Long Duel" is the most recent. Scott has also just completed "Beserk" for Columbia. Malcolm Lockyer has also now become involved with celluloid and has written for such films as "Deadlier Than The Male", "Our Man In Marrakesh", "Five Golden Dragons" and "Night of the Big Heat". Ron Goodwin who is making great strides in cinematics, is one of the more mature British composers and is sought by American producers. Goodwin, it will be remembered, scored "Magnificent Men In Their Flying Machines" and was responsible for the music of "633 Squadron". In all, Goodwin has written close to 40 film themes. A prolific operator, too, is Hal Shaper, who this year has worked with composers and lyricists such as Goodwin, Lockyer, John Hawkesworth, Cyril Ornadel and Herbert Kretzmar on movies such as "The Penthouse", "Sebastian", "The Face of Eve", "Two Weeks in September", "Funeral in Berlin", "Far From The Madding Crowd" and "Diamonds and Pearls". Ken Thorne is another composer who has won an Oscar. He did it for his adaptation of the score of "A Funny Thing Happened On The Way To The Forum". He was recently in Hollywood on "Inspector Clouseau" and was previously involved in films such as The Beatles "Help!" and Dick Lester's "How I Won The War". Johnny Keating is a further British composing talent who has caught the ear of the

American film business and now he spends most of his time in the States. Johnnie Spence, until now mainly devoting his time to recording, is being courted by a major American broadcasting operation which is moving into feature film production with a British partner. He's on the verge of signing a three year deal to score three or four pictures a year. Noted for his enormous success with TV theme tunes, Ron Grainer, is another domestic composer whose interest stretches to films. He has a dozen film scores behind him and a couple "Monsieur Lecoq" and "Only When I Larf" due for 1968 release. Apart from Don Black, Britain's best known lyricist is probably Norman Newell who, a couple of years ago, was just headed in a race for an Oscar with his song "More" from the film "Mondo Cane". Newell has been writing for films since 1959 and has written a dozen songs for both British and American films. But such has been his recording commitments since turning independent producer, that the only film he's working on at the moment is an untitled one featuring Topol (West End star of "Fiddler on the Roof"). Other British names involved in cinematic scoring and writing include Laurie Johnson, Johnny Dankworth, Larry Adler, Frank Cordell, Norris Paramor, George Martin, Phil Green, Richard Rodney Bennett, Richard Arnell, Malcolm Arnold, Basil Kirchin, Charles Camilleri and others.

The Pop Side

There is also another side to the film music business which is proving of some interest to the Americans—the pop side. And while the British have developed their supply of academically sound composers such as Barry, and master songwriters such as Leslie Bricusse, who handled "Doctor Doolittle" or even Lionel Bart who reshaped the British stage music with "Oliver" (now being filmed) the seemingly less imposing talents of the pop world are making themselves felt. John Barry himself got into films with a kick, so it is without undue speculation that producers are looking to pop artists for certain kinds of picture music. The stance is the choice of the picture. Mike Hugg to score "The Long Duel". Popsters were let in, but they wrote a song for the film. But success of the number (with the composer and director that is) that they were commissioned to write the who's song—Barry first. Lennon and McCartney are turning an eye to this kind of activity and they will be remembered that Paul McCartney wrote the music for "The Family Way". Many other pop artists (Cont' on page 86)

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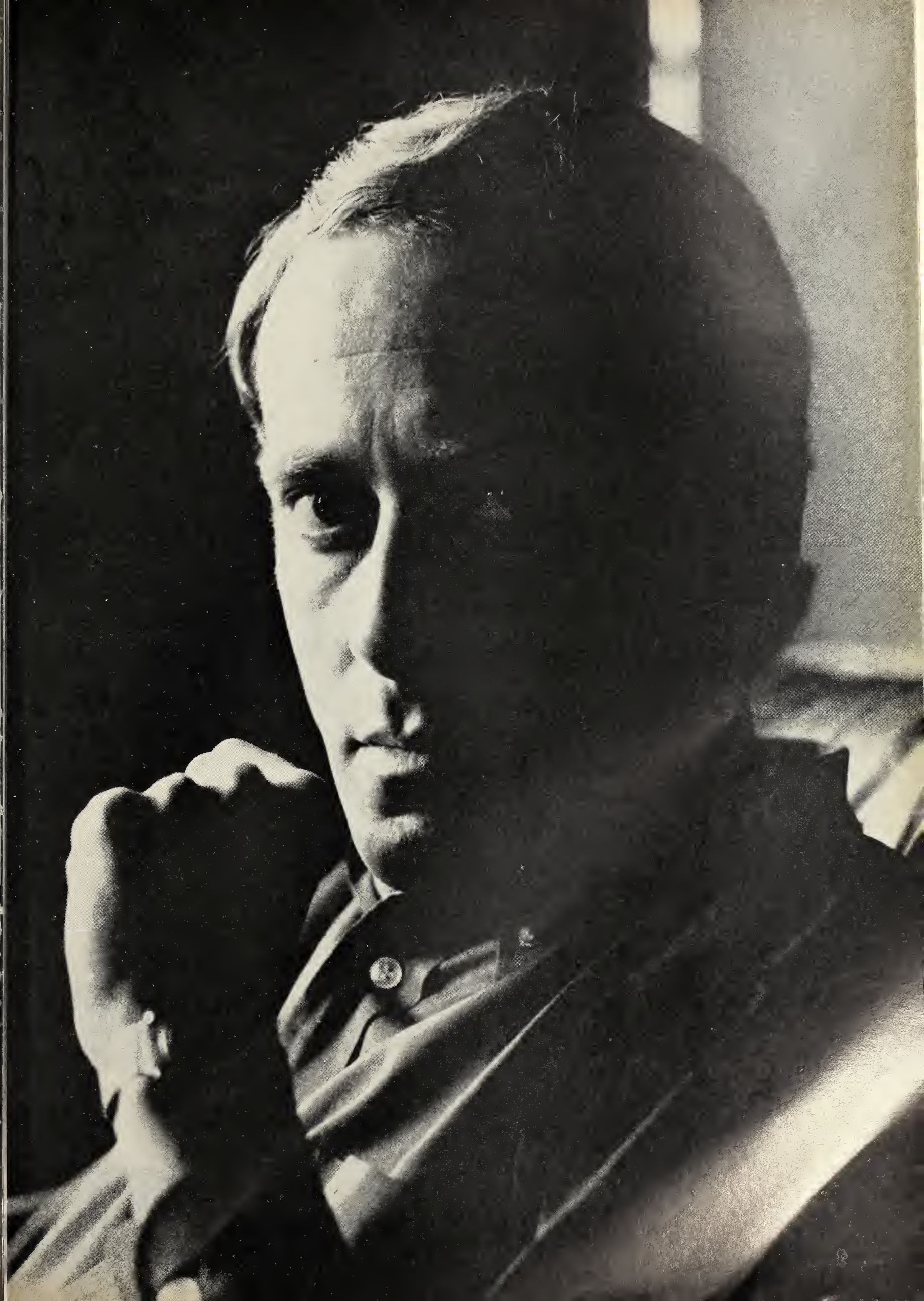
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HOLLYWOOD DISCOVERS BRITAIN



by John Barry

It is, I think, a great credit to the Hollywood producer that his thinking in terms of film music has developed as rapidly and as broadly as the American film industry itself. He has shown extensive acceptance of international talent and deployed significant finances to back his judgement. It is true to say that, these days, there is no such thing as a "Hollywood composer" or a "British composer" for that matter. There has been a huge opening up and now Hollywood embraces the world. As the American movie business is no longer centralised on the West Coast but has spread its location throughout Europe and the rest of the globe, so the free exchange of talent in all aspects of filmmaking has developed, not least in music.

Two-Way-Street

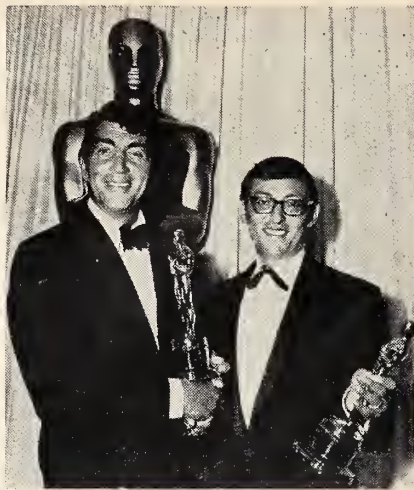
Names such as Michel Le Grand (Umbrellas of Cherbourg), and Francis Lai (A Man and a Woman) and Bert Kaempfert (Strangers in the Night) are as courted now by American film interests as the Henry Mancinis, the Bob Goldsmiths and the Elmer Bernsteins. And the

reverse is true. British producers feel free to think in terms of American composers. Britain is now rapidly being put into focus by the American producer and the pool of writing talent here which, given the chance, could contribute significantly to the line up of important international composers, is beginning to be tapped. As the former barriers break down, the sensitive, accurate composing talents of people such as Les Reed, a proven songwriter who is on the threshold of film work; or a Johnnie Spence, who has a vast talent and is also about to move into film scoring; or a Patrick John Scott who is building an impressive career in film work; or a Johnny Dankworth who is an exciting and fine composer or a Ken Thorne who has a brilliant film career ahead of him, are being commissioned by film companies which, before the British breakthrough, would think only in terms of established American composers.

British Invasion

How has this come about? There are many factors involved but, basically, it boils down to that well worn experience: nothing succeeds like success. The Bond films were, I suppose, the spearhead. They worked as movies and were made in a style which lent themselves to a commercial score. They were a case of the right ingredient at the right time. That the scores worked and, coincidentally, became commercial disk hits was, I feel, just part of a whole. But luckily, they opened the door for me on the international market. What, to me is more important even than the Bond scores' commercial success is the fact that the Americans decided to look more closely at British composers. It would appear that a parallel can be drawn here with the emergence of The Beatles. After they broke big, the international record industry probed the area from where they came and discovered a whole new vein of pop talent. It is a matter of history now how those singers who, with their own songs, took the British record industry out of its domestic doldrums and established it as a major source of international hits. I feel that even in the more demanding field of film scoring, a similar surge is in the making. The medium of film would certainly appear to be right for it.

CREDIT WHERE CREDIT'S DUE



by Don Black

Don Black (right), who wrote the lyrics to John Barry's tune for "Born Free," receives his Oscar earlier this year from Dean Martin. The Academy Awards voted the composition "Best Song." Black may well be up for another Oscar as the lyricist (melody by Mark London) of "To Sir with Love," the big Lulu hit. He and London also penned Lulu's follow-up side, "Best of Both Worlds."

The success of songs in films is, of course, nothing new. One can go back to such early ones as "The Jazz Singer," which featured massive hits of the time "Sonny Boy" and "Mammy." But as films have changed over the years producers have become more aware of the importance of a good song in a good film. It is now axiomatic that a hit song adds tremendously to the box office power of a picture, hence the care and attention which producers and directors are now bringing to their choice of composers and lyricists.

New Approach

When I first started to write film songs a few years ago, I was usually approached at a late date in production, often when a film was practically finished. But writers nowadays are asked to work on pictures even before they have been cast. This in itself shows how conscious the movie industry has become of the film song which, if it is the right one, can provide both revenue and publicity on a world

wide scale. This international scope is one of the reasons why the medium of film is so exciting to work in. Through film, the composer or lyricist has a vehicle which will showcase his work throughout the world. It is, too, one of the few ways that new "quality" music can gain the sort of exposure necessary to make it an international hit. For the British author and composer who, quite strikingly, has entered into the film scene, the developing interest of the American film producer in their scores and songs has many benefits both in terms of finance and of recognition and prestige. This comes at a time when the British songsmith in general is deprived of sufficient recognition for his work. In my view, the incentives to good writing, in the shape of awards for merit, are far too few in the U.K. Incredible though it may seem, there is only one group of citations for British songwriters and that is the Ivor Novello Awards, organised annually by The Songwriters Guild of Great Britain. Notwithstanding the Guild's intensive efforts even this event has been underplayed by the broadcast media. The TV networks have shunned it and relegated it to BBC Radio. Fine as BBC radio may be, it is to my mind, a shame that an event such as this, which could bring prestige and dignity to our profession, is not screened to the widest possible audience.

America's Award Format

The British industry apparent reluctance to grant awards is to some extent compensated for by the fact that now, through films and disks, the British composer can effectively compete in the Oscar, Emmy and Grammy stakes (which I found are staged in the U.S. in a manner that indicates the industry is proud of its writers). Being able to compete adds great excitement to one's work and I believe that it is a necessary ingredient to bring the best out in an author or composer. And, of course, anyone lucky enough to win a major award really reaps the benefit. In my case, for instance, since "Born Free" for which John Barry wrote the music, I have been working with some other top composers in the world today—Henry Mancini, Michel Le Grand and Francis Lai, among others. I wonder if that would have been the case if there weren't any Academy Awards?

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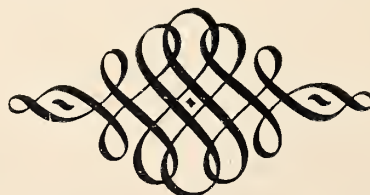
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DON BLACK



by Harold Shampán

Paramor, Laurie Johnson, Frank Cordell, George Martin and Phil Green etc. Assisting me was a young man destined to become one of the world's foremost lyricists, Don Black. It is a far cry from Don's first film lyric "Alone in a Crowd" written in 1960 for a half-hour short to "Born Free" and "To Sir With Love." Don recently associated with comparative newcomer to film scoring Patrick John Scott. Their song "When The World Is Ready" is the title theme form the film "The Long Duel" starring Yul Brunner and Trevor Howard and recorded by Vince Hill and Frank Randall. I first met Patrick when he was playing flute at a recording session in 1958. The session was A & R'd by George Martin and Ron Goodwin as musical director. Unlike George and Ron, Patrick had to wait until 1965 to make his debut in film writing. His outstanding versatility can be measured in such films as "A Study in Terror"; "Doctor In Clover"; "Rocket to The Moon"; "Stranger in the House" and "The Long Duel."

Right Combination

Patrick, like most of today's successful film writers is academically trained, but emanates from the pop and/or jazz scene. It is in my mind this combination that enables composers to fulfill today's requirements viz: — writing primarily for the screen, but in addition, from the inception, conceiving a commercial end produce. It is not easy to afford writers with latent talent opportunities to score for a film. Most film producers justifiably apply prejudicial selection. Also, apart from any commercial consideration, film scoring demands great skill integrating the music in such a way that it does not vie with dialogue or effects, but retains the atmospheric mood and conforms to precise timing. Malcolm Lockyer, doyen of BBC writing and conducting, waited many years before he achieved recognition as a film composer. "Ten Little Indians"; "Bang Your Dead"; "Vengeance of Fu Manchu"; "Deadlier Than The Male" etc. give testimony of Malcolm's great diversity in film writing.

Unlike Malcolm opportunity rocketed Manfred Mann and Mike Hugg, members of the successful Manfred Mann group, into film writing. Originally commissioned to write four

songs for the film "Up The Junction," Peter Collinson, the director, ultimately extended his commission asking the boys to write the full score. Another newcomer destined to join the ranks of successful British film writers, Mark London, currently enjoying with Don Black the success of the songs in "To Sir With Love" and also recently collaborating with Mike Leander in the songs from "Privilege." Many British film composers are now established internationally and with ever-increasing encouragement by film producers and directors to new talent this position can be consolidated for all time.

No Longer An Afterthought

Producers and directors have come to regard music as being an important part of a film, no longer is it an afterthought. These days, cases where composers are called in at the last minute are, happily, rare. Producers and directors are studying their choice of composer just as seriously as any other aspect of film making. A composer is chosen consciously and is set even before a film has started. I believe this is essential. For a good composer is one who aims to make the score totally applicable to the film. If he is to succeed, he must be in there at the beginning putting his point of view and ensuring that his terms of reference are accurate. He should be clear as to exactly what is expected of him. What is gratifying is that producers now tend to lean on a composer (after he is established) rather than dictate a rigid formula for the music of the film. The more enlightened producers accept that every film does not lend itself to a "commercial" score. I have scored such films as "Seance on a Wet Afternoon"; "The Whisperers"; "The Knack" and others which as commercial musical works have had little or no value. But those scores were designed solely to fit the films. There's no telling what is commercial anyway. I should think there are more "commercial" scores laying by the wayside than there are "non-commercial" scores that have won public acceptance. I'm not suggesting that composers should be dogmatic about everything. There are obviously cases for compromise. I would call "Born Free" a compromise. To my mind it was the kind of film

which should not have had a song in it but the producer asked for one (thank goodness)!

Honesty With Oneself

But a composer must be honest with himself above all. If he feels he is not the man for a job as a producer spells it out, he must turn it down. If he feels that what a producer is asking him to do in the way of scoring is wrong he should put his point of view and stick by it. After all, a composer is employed to take on a specific responsibility. If he can't agree with the producer, he should not accept the commission. Perhaps many commissions are lost because of a composer's inability to get across his point of view. Personally, I work very hard to communicate with a producer and director. I like to get to know their likes and dislikes on a broad level; to get the feel of them and to essentially understand their terms of reference. In total I have now scored more than two dozen films, but for every one I do, I turn down three. At the moment I am totally involved in film; the medium has been good to and for me. I hope that, with the great boom in film making now in Britain and Europe that a half dozen other British composers will be able to say that next year.

Britain In Focus

(Con't from Page 81)

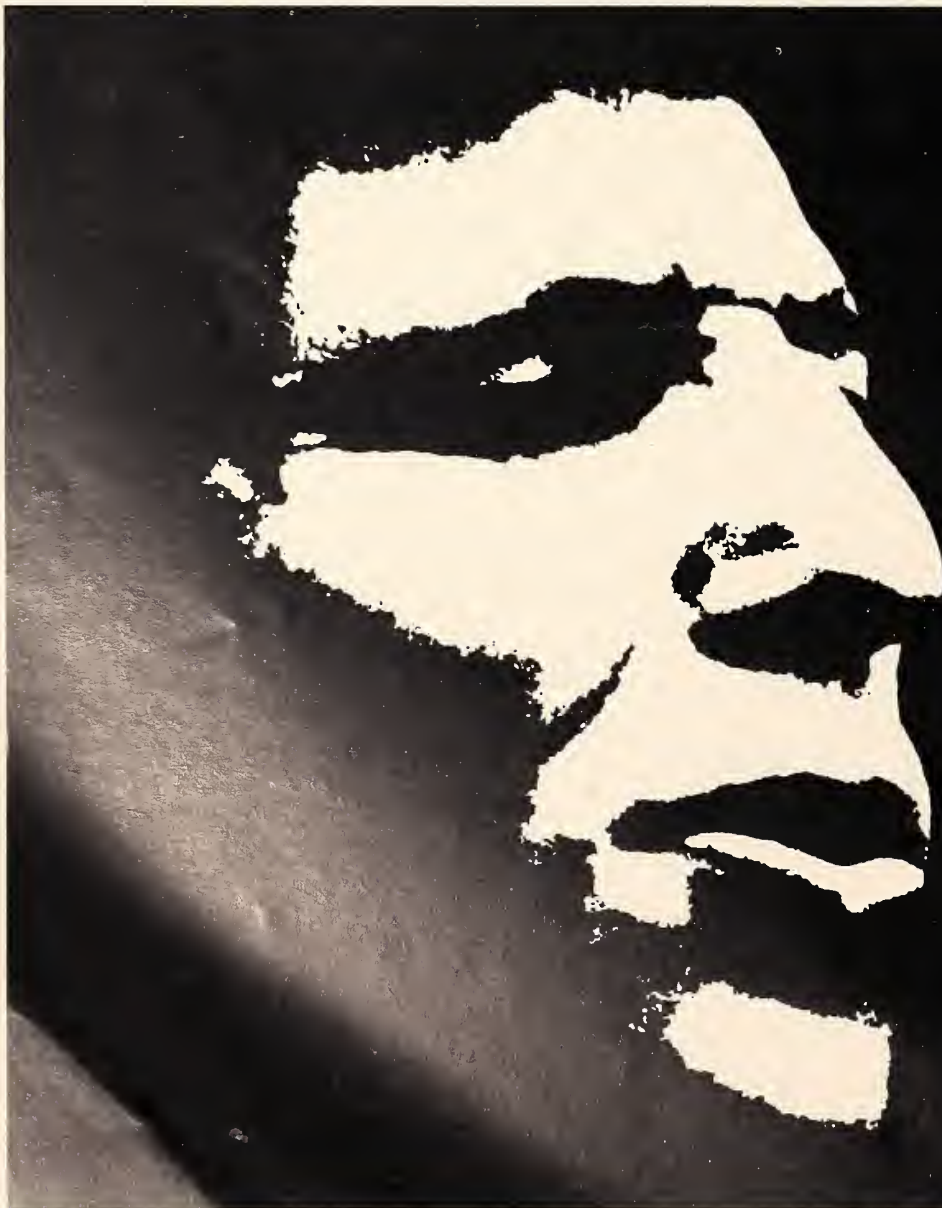
are involved in film writing in one way or another, but little work of significance has yet emerged.

But now, for the first time, the big opportunity is on hand. Certainly among American film producers any prejudice against British composers has dispersed. The days when they would use only "Hollywood composers" and fly them all over the world irrespective of the availability of local talent, are seemingly over. The spread out of the American industry would make this impracticable but, nonetheless, if the Americans present experience with U.K. composers is any guide, they are not coming off second best. The supply of real talent has become evident with the demand.

During this decade music in British films has achieved recognition not only as an integral facet of the final married print, but when opportune, as the greatest ancillary medium for exploitation. This manifestation has evolved primarily because of the all-round creative talent of Britain's film composers, coupled with the pre-co-ordinating plans devised by the film companies. Ten years ago record companies would not readily co-operate, film producers considered commercialised music an encroachment on their academic domain and composers would write only to match the screen. I remember the difficulties in persuading the producer of "Never Let Me Go" (starring Peter Sellers and Adam Faith) to commission John Barry to write, arrange and direct his first major film score. John, in my opinion, pioneered the emergence of British film writing and deservedly today ranks amongst the greatest in the world with such international successes as the James Bond films, "The Ipcress File"; "Born Free" etc.

Rank Contacts

Co-ordinating music in films under the Rank Organisation banner brought me into contact with many renowned British ambassadors of writing talent including Ron Goodwin, Norrie



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Great Britain

Tin Pan Alley, one estimate runs, provides 75 per cent of the light entertainment on British television. So it may appear surprising to some uninitiated observers that the disk industry muttered discontent when BBC-TV decided to pull off "Juke Box Jury," a pop records panel show which has been running for the past eight years. The axing of the show itself was not remarkable for it was considered to have grown stale and was shifted out of prime time at the beginning of the fall season in TV. What has caused the concern is that with the demise of "Juke Box Jury" the disk business loses one of its last vehicles for the television exposure of new performers. As MGM Records Managing Director puts it, "There are several opportunities for getting established performers on TV, but the chances for showcasing a new pop act have become more restricted."

The Wax promotion men are lamenting the shortsightedness of BBC-TV and the commercial network for not providing more of a breeding ground for new vocal acts. A consensus of industry opinion is that the networks are not acting in their own best interests by cutting down the opportunities for fresh talent from the music trade. Despair through pluggers may, the TV stations must, in the final reckoning, be guided by the ratings in light entertainment programming. And the TV public at large has seemingly grown tired of Tin Pan Alley's rawer output. BBC-TV still retains its prime time "Top Of The Pops" spot, but by highlighting disks which have reached the Top Ten, the network is dealing with material that has already proven to be popular. New releases on the show are kept to a minimum and are usually confined to established artists.

But TV continues to be an incomparable medium for the exposure and promotion of certain singers. Currently, Englebert Humperdinck has his own series which is in the TAM ratings' Top Ten listing. Other acts who came to prominence through the medium of records such as Tom Jones, Petula Clark, Lulu, Sandie Shaw and several others, have all had successful TV series which provided them with solid promotional platforms. But most of these artists came to TV raw and welcomed the chance to gain experience on pop shows such as "Ready, Steady, Go"; "The Beat Room"; "Disco A Gogo"; "Here Come The Girls"; "Thank Your Lucky Stars" et al which rode the teleairwaves a couple years ago. To get the necessary video exposure now it would seem an artist will have to become first a consistent Top Ten disk seller.

After a brief hassle with Ricordi of Milan, Poppy Records chief Dru Harvey won permission to release the Maze's waxing of "Catari." Italian operation seemingly weren't sold on the record initially but, after negotiations, okayed the release. The disk is now scheduled for mid-December issue through MGM. Wayne Newton, who recently came into the MGM orbit, recorded five tracks for an album. Newton, here for a season at The Talk Of The Town, West End nightspot, cut the numbers under the direction of Johnny Spence. The LP should emerge in the New Year.

The Robert Stigwood Organization has now moved into offices at 67, Brook Street, London, W. 1. The set-up comprises artists/agents/management departments as well as publishing and recording activities and will serve as the headquarters for Stigwood's international operation which has its main continental office, Stigwood-Yaskiel Organization, in Hamburg. Future plans include the opening of offices in Paris, New York and Los Angeles as well as a new recording studio in London. Stigwood's organization houses some of the biggest recording stars of the day including the Bee Gees, the Foundations and the Cream.

United Artists have an LP for December release of all music from the Spencer Davis-Traffic-penned film "Here We Go Round The Mulberry Bush." Title song is Traffic's latest release on U.A. Title song from the U.A. picture "Danger Route" starring Richard Johnson has been waxed by Anita Harris for future release on CBS. Four songs from the new Claude Lelouch film "Vivre Pour Vivre" have been waxed in Paris by Noel Rogers of United Artists. Two English titles "Live For Life" and "Now You Want To Be Loved" and "Theme from Candice" and "Theme From Catherine."

As a company Sparta Music has had its most successful year and has been voted one of the Top Ten Publishers of the Year. As a lyricist Hal Shaper, Director of Sparta, has contributed a number of motion picture songs including "The Penthouse Theme" waxed by Lisa Shane and Peggy Lee; "Two Weeks In September" cut by the Magic Lanterns and the West Coast Consortium. He has just completed songs for the new Dirk Bogard film "Mr. Sebastian" in collaboration with Jerry Goldsmith, the main song being "Here Comes The Night" sung on the soundtrack by Anita Harris in collaboration with Norman Newell he has supplied two tracks for the new Topol L.P. "Lila-Lila" and "Night" as well as lyrics for the new Malcolm Lockyer score for the film "Face Of Eve." On the pop side he penned the lyrics for the Petula Clark composition "On The Path Of Glory," one of the tracks on her new Pye album "These Are My Songs."

Paul Rich of Carlin Music activating new subsidiary company Amen Music representing all music from the Amen Corner. Having recently hit the charts with their Deram single "Gin House," their new single features a Mort Shuman composition "World Of Broken Hearts." Another Carlin subsidiary recently formed in Warland Music with Steve Rowland and Peter Oppenheimer as Directors. Signed to the new company as writers are Peter Frampton and Andy Bowen, members of the Herd who are currently enjoying chart success via the Alan Blaikley-Ken Howard composition "From The Underworld" on Fontana. Frampton and Bowie penned the flip side "Sweet William."

Harry Lewis of Ardmere & Beechwood currently handling the Seekers new Columbia single "Emerald City" penned by Kim Fowley. Same pubbery also has new Lee Dorsey single "Go Go Go" on Stateside and Neil Diamond's "Kentucky Woman" on Decca. A number acquired from Saturday Music catalog in America "Dawn" has been recorded by the Rocking Berries on Pye.

Quickies: 120,000 copies of "Disraeli Gears" LP by the Cream sold in the U.S. in four days and same LP sold 60,000 copies in ten days in the U.K. . . . Vera Lynn's new HMV single is the old Andy Williams smash "Village Of Bernadette" published by Francis Day & Hunter . . . Fred Marks who has taken up the position of Administrative Manager with Ardmere & Beechwood will also act as Liaison Officer for the group's overseas affiliates . . . Jonathan King's latest album "Jonathan King And Then Again" already out in the U.S. on the Parrot label now issued here on Decca . . . Marquis Enterprises' American affiliate Mainstay Music headed by Al Gallico will handle "Man In A Shop," latest single by the Marmalade issued in the U.S. on Epic and CBS in the U.K.

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10. DONOVAN There Is A Mountain

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	7	3	*Let The Heartaches Begin—Long John Baldry (Pye)	John Baldry (Pye)
2	9	3	*Everybody Knows—Dave Clark Five (Columbia)	Donna
3	1	8	*Baby Now That I've Found You—The Foundations (Pye)	Welbeck-Schroeder
4	5	4	*Love Is All Around—The Troggs (Page One)	Dick James
5	2	7	*Zabadak—Dave Dee, Dozy, Beaky, Mick & Tich (Fontana)	Lynn
6	8	4	*There Is A Mountain—Donovan (Pye)	Donovan
7	4	14	*The Last Waltz—Englebert Humperdinck (Decca)	Donna
8	3	9	*Massachusetts—Bee Gees (Polydor)	Abigail
9	11	4	*If The Whole World Stopped Loving—Val Doonican (Pye)	Immediate
10	6	5	*Autumn Almanac—The Kinks (Pye)	Carlin
11	18	2	All My Love—Cliff Richard (Columbia)	Shapiro-Bernstein
12	10	4	San Franciscan Nights—Eric Burdon (MGM)	Schroeder-Slamina
13	12	4	*I Can See For Miles—The Who (Track)	Fabulous
14	19	2	I Feel Love Coming On—Felice Taylor (President)	Kassner
15	—	1	Carless Hands—Des O'Connor (Columbia)	E. H. Morris
16	13	11	There Must Be A Way—Frankie Vaughan (Columbia)	Chappell
17	20	2	*Something's Gotten Hold Of My Heart—Gene Pitney (State-side)	Maribus
18	—	1	*World—Bee Gees (Polydor)	Abigail
19	14	8	*From The Underworld—The Herd (Fontana)	Lynn
20	—	1	So Tired—Frankie Vaughan (Columbia)	Campbell Connelly

*Local copyrights

Great Britain's Top Ten LP's

1	The Sound Of Music—Sountrack (RCA)	6	Disraeli Gears—The Cream (Reaction)
2	Sgt. Pepper's Lonely Hearts Club Band—The Beatles (Parlophone)	7	Universal Soldier — Donovan
3	British Chartbusters — Various (Tamlam Motown)	8	Bee Gees 1st—Bee Gees (Polydor)
4	Best Of The Beach Boys Vol: 2—The Beach Boys (Capitol)	9	Smiley Smile—The Beach Boys (Capitol)
5	Breakthrough — Studio 2 Stereo (EMI)	10	Release Me—Englebert Humperdinck (Decca)

Great Britain Cont . . .

Vera Lynn's daughter Virginia will be home for Christmas from Los Angeles where she is working in the record division of Warner Bros. . . . The Cream open their second tour of the U.S. on February 29th with three days at the Fillmore Auditorium, San Francisco, followed by an eight week coast to coast tour . . . Lulu currently in the States for three TV shows . . . "The Last Waltz" still at the top of the Best Selling Sheet Music Lists for Donna Music after ten weeks . . . The Dallas Boys new Major Minor single "He Won't Love You (Like I Do)" published by Lawrence Wright getting plenty of airplay . . . American group the Electric Prunes in Britain for concerts coincidental with their latest Reprise single "Long Day's Flight" . . . Easy Beats new United Artists single "Music Goes Round My Head" published by Feldman . . . Val Doonican's Pye smash "If The Whole World Stopped Loving" to be issued in the States on American Decca . . . "Val Doonican Rocks But Gently" album also to be issued on Decca . . . Sandie Shaw opens first season at Talk Of The Town niterery commencing December 4th . . . Ron Grainer penning title song and score of the Len Deighton film "Only When I Larf" starring David Hemmings and Richard Attenborough . . .



MAIGRET SIGNS A SONET PACT—Inspector Maigret, who is really British actor Rupert Davies star of BBC's "Maigret" TV'er, made a short visit to Stockholm to appear on the Swedish airing, "Timmen." Sonet Grammofon AB inked Maigret to a recording contract and rush released his first single, "The Maigret Theme." The deck is scheduled for world-wide release through Sonet's international representatives. Maigret is shown signing with Dag Haeggqvist, Sonet's international manager.

CashBox Brazil

British teen group Herman's Hermits in Brazil for a short visit and a few personal and TV appearances. After a big reception in one of the most popular night spots of Rio and a visit to the British Embassy, they went to São Paulo where they were presented to the press.

The number which is becoming the song of the year is the one which took third place in the International Fest—"Carolina" by Chico Buarque De Hollanda (RGE). Besides the recording of Cynara & Cybele (CBS), others are appearing strong such as one by Doris Monteiro (Odeon).

Practically all the winning numbers presented at the "3d Festival of Brazilian Popular Music" are appearing strong in the charts, such as "Ponteio," "Alegria Alegria," "Maria, Carnaval E Cinzas," "Roda Viva," etc. Not to talk about the albums released by Philips which jumped to first, third and fifth spots. Another album with the twelve finalists was recently released by Chantecler.

News from pubberies regarding their latest hits: from EMBI (Editora de Musica Brasileira e Internacional) "Museum" penned and cut by Donovan for CBS and Herman's Hermits for Odeon; "Adoro" by Armando Manzanero, recorded by Carmita Jimenez for CBS; "Não" (No), same author, cut by Carlos Alberto, also CBS; "Venezia No" (Tortorella, Zanetti; Beretta and de Paolis), a Philips disk by Paola Bertoni; Michel Polnareff sings his number "Ame Caline" for AZ-Fermata; another Donovan hit "There Is A Mountain," now by Los Mandros (Philips); "Cada Un Sabe De Si" (Chacun Pour Soi) by Papadiamondis and Claude Moine, sung by Jerry Adriani for CBC; another hit which was cut by Wanderley Cardoso for Copacabana titled "O Bom Rapaz" has Spanish versions by Hugo Santana, for Odeon and by Mr. Trombone and Sandro for CBS; finally "Canção Desafinada," penned by Dora Lopes and José Helio, recorded by young chantress Rosemary for RCA Victor.

From Euterpe, chart numbers "Suplica Cearense" and "Queria"; then "Can't Take My Eyes Off You" by Frankie Valli (Philips) and versions by Trio Esperanca (Odeon) Rinaldo Calheiros (CBS) and Marcio Greick (Philips); "Te Amo," Wanderlelea (CBS); "Cheguei" by M.P.B.4 (Philips); "O Momento Da Verdade" by Marina Galante for RCA Victor; "Volvi La Espalda" by Lindomar Castilho and "Como" by same chanter, both for Continental.

Chart number "A Whiter Shade Of Pale" (Which was in first spot here in original version by Procol Harum) is reappearing in the Italian version by I Dick Dik in a release of Discos Chantecler. Bobby Solo has a new hit coming up with his version of hit number "San Francisco" (Ricordi-Chantecler). Another hit of the Italian charts in a release of the company is "Per Vivere Insieme" by I Quelli.

Brazil's Best Sellers

This Week	Last Week	Title	Artist
1	2	*Maria, Carnaval E Cinzas (Arlequim)	Roberto Carlos/CBS
2	1	A Whiter Shade of Pale (Fermata)	Procol Harum/Odeon
3	3	*Roda Viva (Arlequim)	Chico Buarque de Hollanda/RGE
4	4	Era Um Garoto Que . . . /C'era Un Ragazzo Che . . . (RCA)	Os Ineríveis/RCA; Gianni Morandi/RCA
5	6	All You Ned Is Love (Fermata)	The Beatles/Odeon
6	5	*Pára Pedro (Vitale)	José Mendes/Copacabana; Brazilian Bites/Polydor Raul Gil/Continental
7	8	*Eu Te Amo Mesmo Assim (Fermata)	Martinha/AU-Rozenblit
8	7	Estou Feliz/Puppet on A String (Fermata)	Ed Carlos/Fermata; Al Hirt/RCA
9	14	*Meu Grito (Genial)	Agnaldo Timóteo/Odeon
10	16	When Summer Is Gone (RCA)	Garry Lewis/RCA
11	12	*Uma Duzia De Rosas (Samba)	Ronnie Von/Polydor; George Freedman/RCA
12	11	Reach Out I'll Be There (Aberbach)	Four Tops/Motown-Rozenblit
13	9	Poor Side Of Town (RCA)	Johnny Rivers/RCA
14	13	*Acorda Maria Bonita (Todamerica)	Ary Cordovil/CBS; Germano Matias/Cantagalo
15	—	*O Pic Nic (Vitale)	Wanderley Cardoso/Copacabana
16	10	*Suplica Cearense (Euterpe)	Ary Lobo/Cantagalo; Nerino Silva/RCA
17	—	*Queria (Euterpe)	Agnaldo Rayol/Copacabana
18	17	Don't Sleep In The Subway (Fermata)	Petula Clark/Vogue-Rozenblit
19	15	*O Caderninho (Arlequim)	Erasmus Carlos/RGE
20	18	*E Tão Facil Dizer (Fermata)	Marcos Roberto/Continental

Brazil's Top 10 LP's

This Week	Last Week	Title	Artist
1	2	*3d. Festival of B.P.M. Vol. I—Several Brazilian Artists/Philips-	CBD
2	1	Sgt. Peppers Lonely Hearts Club Band—The Beatles/Odeon	
3	5	*3d. Festival of B.P.M. Vol. III—Several Brazilian Artistes/Philips	
4	4	*Obrigado Querida—Agnaldo Timóteo/Odeon	
5	3	*3d. Festival of B.P.M. Vol. II—Several Brazilian Artistes/Philips	
6	6	*O Realejo—Chico Buarque de Hollanda/RGE	
7	9	Golden Hits—Johnny Rivers/RCA	
8	7	More Of The Monkees—The Monkees/RCA	
9	8	*O Bom Rapaz—Wanderley Cardoso/Copacabana	
10	10	*Erasmus Carlos, Vol. IV—Erasmus Carlos/RGE	

Brazil's Top Five Compacts

This Week	Last Week	Title	Artist
1	1	Anna—The Beatles/Odeon	
2	2	*O Ciume—Deny & Dino/Odeon	
3	3	Poor Side Of Town—Johnny Rivers/RCA	
4	4	The Track Of My Tears—Johnny Rivers/RCA	
5	—	*O Caderninho—Erasmus Carlos/RGE	

Would you believe 11 golden records for a star for record sales in Germany alone? Well you would if you were hip to the German market and you'd know that it could only be Polydor's **Freddy Quinn**. Freddy received his second Golden disc for the song "Junge, komm bald wieder" (Son, Come Home Soon) which has now sold 2 million records here since its release in 1963. Freddy started collecting with his smash recording of "Memories Are Made Of This" which also passed the 2 million mark in sales, and he hasn't stopped since. Congratulations to a fine artist and a wonderful guy, **Freddy Quinn** who will probably make the even dozen in gold very soon.

The international headquarters of Deutsche Grammophon GmbH and Philips in Holland have bought into the organization of **Robert Stigwood** and **David Shaw** which gives them a piece of the Stigwood-Yaskiel Int. organization here and it's swinging hard. The group now is pushing "Massachusetts" by the **Bee Gees** which looks like the best selling foreign record in Germany for 1967 if sales continue. **Barry Mason**, writer of "The Last Waltz," is getting the big push with his "Rowbottom Square" and will appear along with the **Bee Gees** on TV here soon. **The Move** who are now here pushing their new record will be joined by **Eric Burdon & The Animals** for a "Happening Party" at Radio Station SFB in Berlin. Yep, they're all promoted by Stigwood-Yaskiel and many more. The firm is just about 1 year old now. Unbelievable success for Germany's first promotion enterprise.

Hans Blume from Hansa writes about the fabulous success of "From The Underworld" by the **Herd** which is selling at the clip of 2,500 records daily! "Love Is All Around" by the **Troggs** is also racking up top sales for the firm. Local star **Marion** who did her first record produced by **Larry Page** for England has recorded the **Dave Davies** song "I Go To Sleep" and it looks like the platter will sleep right into hitsville. The top 3 Hansa produced local stars **Manuela**, and **Drafi Deutscher**, both released by Teldec, and **Marion** released on their own Hansa label are going the "Soul" route with their new singles.

Manno Ullrich of Deutsche Vogue has "Let The Heartaches Begin" by **Long John Baldry** as push platter of the week followed by "Autumn Almanac" by the **Kinks**, "Baby, Now That I've Found You" by the **Foundation**, "Susannah's Still Alive" by **Dave Davies** and "The Letter" by **Don Fardon**. **Heinz Juergens** has left as head of distribution of Vogue and **Hans-Richard Danner** takes over the post on the 1st of January.

Klaus Teubig of Francis, Day & Hunter has "American Girl" by **Barry Mason**, "The Frog" by **Sergio Mendes**, "Gettin' Hungry" by **Brian Wilson & Mike Love**, "Wild Honey" by the **Beach Boys** and "Excerpt From a Teenage Opera" in English by **Kieth West** and in German by **Curd Borkmann** at the top of their hit lists.

Radio Luxemburg German program has set a new LP hit parade show. This will be a real record industry goodie as the firms here have been asked to put together a 5 minute tape for each program containing selections of their top sellers. The audience will then be able to vote on their favorites, but the industry has the chance to present to the public the platters that they feel will sell best.

Bert Kaempfert is set for the **Jackie Gleason** New Year's Eve TV show in the states. The show will broadcast from Miami where "Fips" **Kaempfert** digs his fishing and fun. **Theo Knobel**, A&R man at Philips, celebrated his 10th year with the firm. Top production for the producer was the German stage version of "My Fair Lady" which leads the all-time list of LP best sellers here with over a 1/2 million LP's sold. Polydor and Stigwood-Yaskiel International gave a big 40th birthday party for French star **Jean Claude Pascal** in Hamburg.

The "Organization For Records" which presented the very successful "Gala" at the German Radio-TV fair have elected a new board with **Guenther Braeunlich** of Teldec, **Leif Kraul** of Metronome, **Joachim Viudebantt**, head of the record industry organization, and **Dr. Helmut Storzjohann** of Electrola leading the way to bigger and better Galas.

Philips Star Vicky came back from her successful trip to Japan where she did 10 TV shows, 6 radio interviews, 7 press photo conferences, a Japanese recording, 4 press conferences and a TV film performance in 14 days. Whew!

Record sales on some singles are booming. Electrola reports sales of over 100,000 for "Excerpt From A Teenage Opera" from **Kieth West**; Polydor has passed the 350,000 mark on "Massachusetts" from the **Bee Gees** and 150,000 of **Wencke Myhre's** "Komm Allein." Them's sales, brother.

One of Germanys really great talents is no longer with us. **Heino Gaze**, publisher and composer who turned out world hits like "Calcutta," passed away at the age of 59.

That's it for this week in Germany.

Germany Record Mfr's Sales

(Courtesy "Schallplatte")

This Week	Last Week	Weeks On Chart	
1	1	16	San Francisco—Scott McKenzie—CBS—Edition Intro/Meisel
2	2	5	Massachusetts—The Bee Gees—Polydor—Rudolf Slezak Music
3	3	2	Zabadak—Dave Dee, Dozy, Beaky, Mick & Tich—Star Club—Minerva Music/R. von der Dovenmuehle
4	4	5	Excerpt From A Teenage Opera—Keith West—Odeon—Francis, Day & Hunter/Bornemann
*5	5	12	Romeo and Julia (Romeo and Julia)—Peggy March—RCA Victor/Rolf Budde Music
*6	6	5	Der Letzte Walzer (The Last Waltz)—Peter Alexander—Ariola—Francis, Day & Hunter/Bornemann
*7	7	2	Gloryland—The Lords—Columbia—Hans Gerig Music
*8	8	5	Siebenmeilenstiefel (Seven Mile Boots)—Graham Bonney—Columbia—AME Kassner/Kist
*9	9	2	Komm Allein (Come Alone)—Wencke—Polydor—Aberbach Music
*10	10	10	Monja—Roland W.—Cornet—Aberbach Music

* = Original German Copyright

Next time you are in Austria....

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Equipe 84 (Ricordi), one of the most talented Italian groups, has just released their latest recording: "Nel Cuore E Nell'Anima" ("In The Heart And In The Soul") b/w "Ladro" ("Thief"), both of which we strongly believe will soon be listed among the best sellers.

Parade's artists are enjoying excellent success. **Nico Fidenco** has just released his latest recording which is also the leit-motiv of the TV show "Ci vediamo stasera" ("We Met Tonight"), while **Donatella Moretti** (just back from a tour of Spain and Portugal) has recorded "Qualcosa di Piu'" ("Something More") which obtained excellent reaction when presented on the TV show "We Meet Tonight." Through the same show and via "Partitissima," **Louiselle** introduced "Uoh Mamma." **Nico Fidenco** is also slated for the "Partitissima" when he will introduce the title song of new film "E Venne La Notte."

CBS Italiana hosted a cocktail party for the debut of actor **Thomas Millian**. First recording is "La Piazza" b/w "Cavallo Bianco" ("The Square"/"White Horse"). Both tunes from Sugar Music.

Brazilian artist **Robert Carlos** (CGD) arrived in Milan for a short visit during which he crammed a TV waxing about Brazil and recorded his second Italian disc, "Son Un Artista" ("I'm An Artist").

Mr. Bono of EMI Italiana due in Paris for a Gilbert Beaud session of two famous tunes from his catalog: "L'Importante E' La Rosa" and "Soldati a me." He will also take arrangements by **Richard Anthony** for the future program to be carried here and particularly for the Italian recording of his new hit "Aranjuez, Mon Amour."

I Nomadi are in Milan recording their new offering "Cola Bambino" ("Fly Children") for TV special early December. And **Al Bano** ("Nel Sole") takes the starring role in his first film entitled—what else—"Nel Sole." Rumours from EMI Italiana have it that **Bobbie Gentry** will take part in the next San Remo Festival together with **Al Bano** with the song "La Siepe" ("The Hedge").

I Camaleonti (CBS Italiana) have recently recorded the leit-motiv of the TV program "Noi E Gli Altri." Flip side is their version of **Procol Harum's** "Homburg," translated here as "L'Ora Dell'Amore."

Cemed Carosello is releasing six record-books under the Disneyland label, all dedicated to Walt Disney's masterpieces: "Mary Poppins," "Pinocchio," "Peter Pan," etc. Each book consists of 24 pages with colored plates plus a recording of the story and two songs from the film.

Italy's Best Sellers

This Week	Last Week	Weeks On Charts	Title	Artist	Label
1	3	6	San Francisco	Scott McKenzie/CBS Italiana	Published by Ricordi
2	2	8	*Poesia: Don Backy	Clan	Published by El & Chris
3	6/9	12	Senza Luce: I Dik Dik	Ricordi	A Whiter Shade of Pale: Procol Harum/Decca Published by Sugarmusic
4	1	19	*Nel Sole	Al Bano/EMI Italiana	Published by EMI Italiana
5	—	1	Il Sole E' Di Tutti	Stevie Wonder/RCA Italiana	Dino/RCA Published by RCA Italiana
6	7	7	Estate Senza Te	Christophe/Saar	Published by Mas
7	4	8	*Parole: Nico E I Gabriani	City Records	Published by Ariston
8	5	6	Mama: Dalida	RCA Italiana	Sonia/EMI Italiana Published by Ricordi
9	—	1	*Sole Spento	Caterina Caselli/CGD	Published by Sugarmusic
10	14	7	Yeeeh: The Primitives	RCA	Published by RCA Italiana
11	—	1	L'Ora Dell'Amore	I Camaleonti/CBS Italiana	Published by Sugarmusic
12	—	1	Due Minuti Di Felicita'	Silyve Vartan/RCA	Published by RCA Italiana
13	—	1	Titina, Titina	Antoine/Saar	Published by Mas
14	—	1	Cara Felicita's	Petula Clark/Saar	
15	—	1	Homburg	Procol Harum/RCA	Published by RCA Italiana

* Denotes Original Italian Tunes



BRINGING FLOWERS TO BREMEN—Flower Power hit Bremen, Germany full force as John and Michelle Phillips brought their artist, Scott McKenzie to Germany on a whirlwind 1-day promo tour to kick off the "Like An Old Time Movie" single. Shown here (from the left) are: Herbert Mueller, CBS press topper; Scott McKenzie; Juergen Kramear of CBS production; Ann Marshall; Rudy Wolpert of the CBS administration; Mama Michelle; and Papa John.

Toshiba Records conducting a strong sales promotion for **Cliff Richard**, **Vikki Carr**, **Lulu**, **Roger Williams**, **Vaddi Rich**, **Jyun Mayuzumi** and **Wild Ones**. **Lulu** debuted here with "To Sir With Love" on Odeon on Nov. 15, and the 2nd release is scheduled Dec. 1 with "Love, Love, Love." **Vikki Carr's** first LP "Bossanova/Vikki Carr" released on Nov. 15. **Roger Williams** will tour here in April under the auspices of **Kyodo Kikaku Agency**. Pop original sound group **Wild Ones'** "Aozora No Aru Kagiri" on Capitol reportedly sold 400,000 copies, while **Jyun Mayuzumi's** "Kiri no Kanatani" on Capitol also sold 400,000. New pop singles of the firm in Dec. are "Les Geus Du Nord" on Odeon by **Enrico Macias**, "The Day I Met Marie" on Odeon by **Cliff Richard**.

Philips department of **Nippon Victor** scheduled to conduct a strong promotion for **Walker Brothers**, **Dave Dee Group**, **Vicky**, **Traffic** and original sound group **Carnabeats** at the year's end. The **Walker Brothers** are scheduled to perform early in the new year holiday season under the auspices of **Kyodo Kikaku Agency**. As anniversary releases, the firm schedules single "Arch Angel" and "Make It Easy On Yourself/The Sun Ain't Gonna Shine Any More" on Dec. 25, while "Annabella" by **John** and "Mattilda" by **Scott** released on Nov. 15 are becoming extremely popular. **Dave Dee Group's** "O.K." is now seen among the top five of pop single sales.

Vicki is well represented with "L'Amour Est Bleu." In wake of "Paper Sun," the firm releases "Hole In My Shoe" by **Traffic** on Dec. 25. Among original sound groups, **Carnabeats** are popular with "Sukisa, Sukisa, Sukisa" which sold some 550,000 copies and with their 2nd release "Koio Shiyo Jennie." Among the new pop single releases from **King Records** are "Child Of Clay" by **Jimmy Rodgers**, "Sometimes She's A Little Girl" by **Boyce and Hart** on A&M, "In The Heat Of The Night" by **Ray Charles** on ABC Paramount and "Why Do Fools Fall In Love" by **Happenings** on London.

Astrud Gilbert is scheduled to have performances here Jan. 10-28 at the invitation of **Shinnichi Promotion**, in honor of lark's touring, **Nippon Gramophone** released LP "Best of Astrud Gilbert" on Verve including "A Girl From Ipanema," "Fly Me To The Moon," "Look To The Rainbow" and others.

In pop singles, the firm is promoting **Young Rascals** with "How Can I Be Sure" on Atlantic, the **Bee Gees** with "New York Mining Disaster 1941" on Polydor, the **Cowsills** with "The Rain, The Park and Other Things" on MGM, **Sam & Dave** with "Soul Man/Hold On I'm Coming" on Atlantic and **Wilson Pickett** with "Funky Broadway" on Atlantic.

INTERNATIONAL

This Week	Last Week	Title	Artist	Label
1	1	Kitaguni No Futari	The Blue Comets	(CBS) Publisher/Watanabe
2	2	Monalisa No Hohoemi	The Tigers	(Polydor) Publisher/Watanabe
3	4	Koio Shiyo Jenny	The Carnabeats	(Philips) Publisher/Shinko
4	8	Okay	Dave Dee, Dozy, Beaky, Mich & Tich	(Philips) Sub-Publisher/Tokyo
5	3	San Francisco	Flowers In Your Hair	Scott McKenzie (Columbia)
6	7	Dancing Lonely Night	The Jaguards	(Philips) Publisher/Shinko
7	5	Barairo-No Kumo	The Village Singers	(CBS) Publisher/TOP
8	6	Summer Wine	Nancy Sinatra	(Reprise) Sub-Publisher/—
9	—	Theme of The Monkees	The Monkees	(RCA Victor) Sub-Publisher/Shinko
10	9	I Love You	The Carnabeats	(Philips) Sub-Publisher/Shinko
11	—	Itsumademo Dokomademo	The Spiders	(Philips) Publisher/New Orient
12	10	Kiri-No Kanatani	Jun Mayuzumi	(Capitol) Publisher/Ishihara
13	12	L'Amour Est Bleu	Ryoko Moriyama	(Philips) Sub-Publisher/Shinko
14	14	L'Amour Est Bleu	Vicky	(Philips) Sub-Publisher/Shinko
15	11	Aozora-No Arukgiri	The Wild Ones	(Capitol) Publisher/Watanabe

Japan's Best Sellers

ALBUMS

This Week	Last Week	Title	Artist	Label
1	1	Let's Go Classics	The Bunnys	(Seven Seas)
2	2	The Tigers On Stage	The Tigers	(Polydor)
3	3	The Spiders Album No. 4	The Spiders	(Philips)
4	—	The Blue Comets/Original Hits No. 2	The Blue Comets	(CBS)
5	—	Koyubi-No Omoide	Alfred House	(Polydor)

LOCAL

This Week	Last Week	Title	Artist	Label
1	3	Love You Tokyo	Los Primos	(Crown)
2	1	Anohito-No Ashioto	Yukari Itoh	(King)
3	8	Saku-No Koitaro	Yukio Hashi	(Victor)
4	2	Wakareta Ano-Hito	Yuzo Kayama	(Toshiba)
5	5	Koi-No Fuga	The Peanuts	(King)
6	—	Shiroi Machi	Yujiro Ishihara	(Teichiku)
7	6	Kitaguni-No Aoisora	Chiyo Okumura	(Toshiba)
8	4	Yubue	Kazuo Funaki	(Columbia)
9	—	Sekai Wa Futari No Tameni	Naomi Sagara	(Victor)
10	—	Inochi Karetemo	Schinichi Mori	(Victor)

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A successful reception for press VIP's and disk jockeys proved to be a fantastic introduction for the Deramic Sound System. Producer Michael Dacre-Barclay from Decca Records, London, was in Amsterdam to give all vital information on this new recording system, while a special team from Philips Hi-Fi International supplied the best sound system possible. Everybody was very enthusiastic about the results and press publicity and radio plugging have been extremely good.

Decca's John Ros reports good sales for all LP's from John Mayall's Blues-breakers. The group did a week's tour and radio and TV shows in Holland recently. Combined with a large-scale promotion campaign, this was a big influence on record sales.

The Herd (Fontana) is an instant top group in Holland, especially after their TV performance. Their record "From The Underworld" is currently No. 2 in the charts, while a new single is already on its way. The London single "Hush Now" by Jimi Hendrix (recorded by PPX Productions) is a fast climber, also due to the fact that Hendrix' group recently performed in Holland. "Hush Now" is expected to beat all previous Hendrix singles chartwise.

R&B fans are raving about the President single "I'm Gonna Keep What I've Got" by Slim Harpo (from the U.S. Excello label). Felice Taylor's British success "I Feel Love Comin' On" (Mustang) is expected to be the first smash hit for the President label in Holland. This month's chart tips from the U.S.: "Watch The Flowers Grow" by the Four Seasons, "Keep The Ball Rollin'" by Jay and the Techniques and "Lazy Day" by Spanky and Our Gang. All records are on Philips.

Iramac reports a still growing interest in its Starday series of authentic country & western albums such as "I Did Not Jump The Fence" by Red Sovine, "Candy Kisses" by George Morgan, "Bob" by the Willis Brothers and "I'll Sail My Ship Alone" by Moon Mullican, and Cowboy Copas album "Songs That Made Him Famous."

Two all time greats in the rhythm & blues field will finally visit Holland. Little Richard will be here at the end of December for a TV show. For this occasion Iramac released a "live" album on Modern and a single coupling "I'm Back" and "Do You Feel It." B. B. King will be here in January for two concerts. Iramac has his album catalog on United and Kent records available for Holland and released a single, featuring his "Rock Me Baby" and "Sweet Sixteen."

Inelco Holland released many, many singles and LP's. First of all, of course, the newest of the Monkees, the Mamas & Papas, Elvis Presley and Jim Reeves. Four new singles and four "sure" hits: the Monkees' "Daydream Believer," "Glad To Be Unhappy" by the Mamas & Papas; Jim Reeves' "I Heard A Heart Break Last Night," Elvis' "Bib Boss Man." LP's include new Franky Randall: "I'll Remember You"; and new Country & Western releases by Waylon Jennings, Bobby Bare, Hank Locklin, Porter Wagoner and Dottie West. Inelco also released the original soundtrack of the film "Hurry Sundown."

Holland's Best Sellers

This Week	Last Week	
1	1	Homburg (Procol Harum/Stateside) Essex Holland-Basart/Amsterdam
2	2	From The Underworld (The Herd/Fontana) (Altona/Amsterdam)
3	3	Massachusetts (The Bee Gees/Polydor) (Basart/Amsterdam)
4	5	De Bostella (Johnny Kraaikamp & Rijk de Gooyer/Artone) (Portengen/Haarlem)
5	—	Autumn Almanac (The Kinks/Pye) (Belinda/Amsterdam)
6	9	Melodia (John Woodhouse/Philips) (Altona/Amsterdam)
7	10	Mama (Heintje/CNR) (Basart/Amsterdam)
8	—	Tonight Will Be Stoned (The Motions/Havoc)
9	4	Together We Live, Together We Love (Golden Earrings/Polydor) (Impala-Basart/Amsterdam)
10	7	The Letter (Box Tops/Stateside)


CashBox Canada

A further development in the re-organization of Columbia Records of Canada Ltd. has Bill Eaton, formerly Ontario Branch Manager, now appointed to the post of Marketing Manager and moves Eddy Calero up to Ontario Sales Manager.

Guy Bertrand, former national promotion manager for Musimart Ltd., has been appointed marketing manager for Polydor Records of Canada Ltd., Montreal. Polydor's general manager, Fred Exon, has confirmed Polydor's Vancouver branch office will be in operation by mid-December.

George Taylor, president of Montreal based Rodeo Records, has for the first time in the history of the Canadian industry, produced, and released simultaneously, on two major labels the same song with two different artists; "Whirlpool" by Bambi Lynn on Taylor's Melbourne label has been released by RCA Victor in the U.S. and is receiving top DJ acceptance in the country field; Shirley Ann's country version also on Melbourne has been released by 20th Century Fox in the U.S. and is making sharp inroads into the pop field.

Quality Records has appointed Ed Lawson to the post of national promotion manager as well as merchandise manager for MGM product. Harold Winslow has been appointed branch manager in charge of Ontario sales division.

Ed Lawson has announced the winning side of the Fringe Contest as being "Flower Generation" which was chosen by the majority and will be released shortly. Vancouver's Dave Tierney of CFUN picked up the \$100 first prize money for his favorite charity. The latest Herb Alpert LP simply entitled "Herb Alpert's 9th" kept the Quality people busy in order to coincide the Canadian release with that of the U.S.

London Records of Canada have re-organized their head office staff. David Doucette will take over as national sales and promotion manager for the Liberty group. Gary Kouri, former Quebec sales rep, takes over the position of national sales and promotion manager for the Philips/Mercury product. Jean-Pierre Beaulieu is now the French department sales manager and Jacques Durelle is sales manager for the classical division. Adrian Bilodeau, national sales manager, is now totally responsible for all product carried by London.

Denmark

Local tune "Tryllesangen," recorded by Pulse Helmut on Polydor, is published by Multitone A/S. It looks like one of the real big hits for Christmas, according to Harry Jensen, head of Multitone A/S.

recent releases from Hede Nielsens Fabriker A/S (HFN) include Everly Brothers with "Love Of The Common People" and Grass Roots with "Wake Up, Wake Up," both on Warner Bros; Monkees with "Day Dream Believer" on RCA Victor; Imaginations on same label with "Summer In New York"; and Nancy Sinatra on Reprise with "Lady Bird."

Imudico A/S, the EMI pubbery, has obtained the Scandinavian rights for Cliff Richard's new single, "All My Love." The Columbia single was released here last week and looks like a hit record in the Christmas sales.

Finland

Scandia-Musiikki Oy has another EP in its series "4 iskelmää" (Four Songs), including Lasse Martensson with "Jackson," Kari Kuuva with a local tune, Kristina Hautala with "All You Need Is Love," and Martensson with "San Francisco," all in Finnish. Recent singles on the Scandia label include Reijo Taipale and Erkki Junkkarinen with local tunes and D'Islanders with "Beat The Clock" and "When Loves Comes Knockin' At Your Door" in Finnish.

Norway

Artistslattet is the name of a new music publisher and record manufacturer here. Head of the company is Eva Jørgensen. The name of the company means Artist Castle, and it will also handle artist bookings.

Arne Bendiksen A/S just released the sixth LP album in the series "Norske Favoritter" (Norwegian Favorites). Among the artists are Finn Eriksen, Odd Borre, Kirsti Sparboe, Arne Bendiksen, Jan Hoiland, Norsemen, etc.

Nor-Disc A/S will handle the distribution of the new label Atlas Records, just out with its two debut records. 3 Raindrops (three brothers at 12, 13, and 14 years old) has done "Stupid Time" and "Lovin' I Am Heartless" and Age Faldmo with two tunes in Norwegian.

A/S Nera has taken up its Musica label, now presenting a number of budget line LP albums. For Christmas sales, the company is expecting a lot from "Jingle Bells"/"The Merry Christmas Polka" with late Jim Reeves on RCA Victor.

Sweden

Most of the Stockholm record dealers were seen at the party given by EMI here to celebrate the opening of their new office on Nov. 20th. George Martin from London, the man behind all record successes with Beatles, was presented a special award from Andres Holmstedt, head of EMI here.

Ola & Janglers on Gazell is out with their "I Can Wait"/"Eeny Meeny Miny Moe," recently recorded in a London studio, produced by Ivor Raymonde. Rupert Davies, very popular here from the TV-serial "Inspector Maigret," is out with a single including "The Maigret Theme" b.w. "Oh, What A Beautiful Mornin'." Hounds on Gazell has done "I'll Take You Where The Music's Playing" and "The Office Girl."

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	
1	1	8	Gyngerne og karusellen (Gungorna och karusellen) (Preben Uglebjerg/Polydor) Wilhelm Hansen, Musik-Forlag, Denmark
2	3	3	*Tryllesangen (Pulse Helmut/Polydor) Multitone A/S, Denmark
3	2	4	Massachusetts (Bee Gees/Polydor) Dacapo Musikforlag, Denmark
4	5	5	I'm Going Out (Tages/Odeon) Imudico A/S, Denmark
5	4	6	Camp (Sir Henry & His Butlers/Columbia) Imudico A/S, Denmark
6	7	14	San Francisco (Scott McKenzie/CBS) Sweden Music AB, Sweden
7	6	2	Homburg (Procol Harum/Polydor) Musikförlaget Essex AB, Sweden
8	—	1	Det er sa skont (Keld & Donkeys/HMV)
9	9	8	Let's Go To San Francisco (Flowerpot Men/Deram) Southern Music AB, Sweden
10	—	1	The Letter (Box Tops/Stateside) Sweden Music AB, Sweden

Norway's Best Sellers

This Week	Last Week	Weeks On Chart	
1	2	5	Onskebrunnen (Sven Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
2	1	5	Massachusetts (Bee Gees/Polydor) Sonora Musikförlags AB, Sweden
3	3	5	The Letter (Box Tops/Stateside) Sweden Music, AB, Sweden
4	10	2	Itycoo Park (Small Faces/Immediate)
5	8	2	Zabadak (Dave Dee, Dozy, Beaky, Mich & Tich/Fontana) Sonora Musikförlags AB
6	4	8	Du är den ende (Romance d'amore) (Lill Lindfors/Polydor) Skandia Musikproduksjon A/S, Norway
7	6	6	The Last Waltz (Engelbert Humperdinck/Decca) Wilhelm Hansen, Musik-Forlag, Denmark
8	5	2	Baby, Now That I Found You (Foundations/Pye) Schroeder/Sonora Musikförlags AB, Sweden
9	—	1	Autumn Almanac (Kinks/Pye)
10	11	10	Jackson (Nancy Sinatra-Lee Hazlewood/Reprise) United Artists Musikförlag AB, Sweden

Latest record production figures available indicate that singles for the month of September fell off just a little in comparison to the August total; however, there was a slight increase in the album field. Total record production since the start of this financial year (July) have showed a slight increase over each preceding month; surely a healthy sign for the future.

E.M.I. in all States are off on a strong promo campaign surrounding the release of a new locally produced single, "Sadie, The Cleaning Lady," as recorded on Columbia by Johnny Farnham. This is Johnny's disc debut; the side is catching strong radio play and is tipped to be showing out in charts soon.

New sheet music issues from the Chappell & Co. group bring "You've Not Changed At All" as recorded by Sandie Shaw; "The Yellow Bandana"; and Bobby Vee's recent big American click, "Come Back When You Grow Up."

Leeds Music have whipped a restriction on the broadcasting and release of records of "The Other Man's Grass Is Always Greener." The song was written by Tony Hatch and will be the "A" side of Petula Clark's next single release in this country.

The Royal Guardsmen are catching a whole slew of air-time with their Festival single, "Snoopy's Xmas" . . . it looks like the seasonal hit of 1967 unless something else looms up from left field. New locally produced singles from Festival bring the Dave Miller Set with "Why, Why, Why?" c/w "Hard Hard Year" and Phil Jones with "Brave New World" and "Lovin' You Is Better Baby."

Continuing their policy of strengthening the range of their Calendar (low-priced) label, Festival have recently bolstered the line with new additions by such artists as Johnny Young, George Wright, Vaughn Monroe, Bill Haley & the Comets, Louis Armstrong, and Liberace.

W & G records are starting to score nicely with the local version of "Hush" by Somebody's Image. The original version by Billie Joe Royal has now been issued here by CBS.

RCA of Australia have issued an album called "On The Trail" featuring local trumpet player John Robertson & His Multi-Trumpets. To give added quality to the disc, the master tapes were sent to RCA in the United States where the lacquer was cut using the Dynagroove process which has enhanced the excellent original performances.

E.M.I. have released (on their Parlophone label) an E.P. of the Easybeats. The set is called "Easyfever," Vol-2." All titles on the E.P. were recorded in England and are originals by group members. The songs are "Saturday Night," "Happy Is The Man," "You Me, We Love," and "All Gone Boy."

Australia's Best Sellers

1. The Last Waltz (Englebert Humperdinck—Decca) J. Albert & Son.
 2. Massachusetts (The Bee Gees—Spin) Abigail Music.
 3. Flowers In The Rain (The Move—Festival) Essex Music.
 4. The Two Of Us (Jackie Trent & Tony Hatch—Astor) Leeds Music.
 5. To Sir With Love (Lulu—Columbia) Screen Gems/Columbia.
 6. Gimme Little Sign (Brenton Wood—Festival)
 7. *Living In A Child's Dream (Masters Apprentices—Astor) Apollo Music.
 8. Alternate Title (The Monkees—RCA) Tu-Con Music.
 9. Itchycoo Park (The Small Faces—Stateside) Castle Music.
 10. The Letter (Box Tops—Stateside) J. Albert & Son.
- Asterisk indicates locally produced record.

Argentina's Best Sellers

This Week	Last Week	
1	1	The World We Knew (Relay) Frank Sinatra (Music Hall); Caravelli (CBS); Paul Jourdan (RCA); Vincent Morocco (Philips); Nueva Generacion (Quinto)
2	3	Aranjuez Mon Amour Richard Anthony (Odeon); Caravelli (CBS); Vincent Morocco (Philips)
3	2	La Carcel De Sing Sing Pepito Perez (Disk Jockey); Jose Feliciano (RCA)
5	5	*Toto Es Mentira (Fermata) Palito Ortega (RCA)
6	4	*La Balsa (Fermata) Los Gatos, Nacho Paz (RCA)
7	6	Las Manos Sandro (CBS)
8	20	*Quiero Llenarme De Ti (Melograf) Sandro (CBS)
9	8	Even Bad Times Are Good Tremeloos (CBS)
10	14	No (Edami) Olga Guillot (Music Hall); Armando Manzanero, Antonio Prieto, (RCA); Rosamel Araya (Disc Jockey); Daniel Riobobos (Belter); Carlos Lico (Odeon); Carmita Jimenez (CBS); Polo Marquez (Microfon)
11	10	There Is A Mountain (Edami) Donovan (CBS); Boogaloo (CBS); Fedra & Maximilian (Disc Jockey); Barbara & Dick (RCA)
12	18	Esta Tarde VI Llover (Edami) Armando Manzanero (RCA)
13	9	A Whiter Shade Of Pale (Fermata) Jose Feliano, Melina de Capri, Paul Jourdan (RCA); Los In (CBS); Procol Harum (Odeon); Raymond Lefevre, Nicoletta (Dis Jockey); Jose Limon (Philips); Mac Ke Mac's (Microfon)
14	—	Sock It To Me Willie Bobo (Philips)
15	15	Summertime (Neumann) Billy Stewart (Microfon); Modern Jazz Quartet (Philips)
16	12	Cuando Tu No Estas (Fermata) Raphael (Music Hall)
17	11	Trisagio Del Soltero Napoleon Puppy (CBS); Chevere, Montecristo (RCA); Los Wawanco (Odeon)
19	16	Adoro (Edami) Jose Antonio (Microfon); Armando Manzanero (RCA) Nacho Paz (RCA); Carlos Lico, Los Tahures (deon); Carmita Jimenez (CBS)
20	13	All You Need Is Love (Fermata) The Beatles (Odeon)

*Local

Barclay has just signed a three year contract with Buddha Records for the distribution of its catalog in France and the Benelux countries. The negotiations were made by Eddie Barclay and Bernard de Bosson while they were in New York and Frank Mell from Buddha Records. The first release will be the theme from the motion picture "Stranded" in the form of an LP.

Bernard de Bosson, Barclay's international manager, is working hard promoting rhythm and blues catalog. Riviera (Barclay's second company) is releasing through Stax, a double fold album "The Otis Redding Story" which will include all his big hits. Riviera will also cut a new rhythm and blues album through Chess. This LP will contain songs from Chuck Berry, Bo Diddley, Irma Thomas, Laura Lee, Cash McCall and others.

Following the contract which was signed lately, C.E.D. just released an album by Joan Baez through the original Vanguard label.

Léon Cabat, Vogue prexy, is presently in Italy to meet Walter Girtler of S.A.A.R. and Mrs. Mintengian of Durium to tighten the commercial links between Vogue and two Italian companies. Before he left Paris, Cabat presented a Golden record to singer/composer Jacques Dutronc for his millionth record sold in one year.

Vogue artist Francoise Hardy just finished recording in London eight new songs. Among them "Des Ronds dans l'Eau" from the Claude Lelouch motion picture "Vivre pour Vivre." Famous accordionist Aimable will be in New York December fourth to feature in the "Bal des Bretons de New York." Gérard Calvi is the composer of the full length cartoon "Astérix le Gaulois." Alfa is publishing and Vogue will release an EP with the best of the soundtrack. The Electric Prunes are expected in town December seventh for promotional programs.

EMI Belgian top artist Adama will do his first great German tour. It will start in Berlin (Dec. 3), Hamburg (Dec. 4), Stuttgart (Dec. 5), Vienna (Dec. 6), Munchen (Dec. 7), Hannover (Dec. 8), Dusseldorf (Dec. 10). Adamo will also do a recording session in Cologne on December 9th.

André Jeanneret, new Decca and RCA general manager, gave a party to celebrate the release of the first LP album of Jacqueline Dulac. This in line with Jeanneret's resolution of actively promoting each Decca and RCA artist.

QUICKIES: Young film star Delphine Desyeux just released through Vogue her first EP with "Ton Anniversaire" . . . The Shadows will be on stage at the Olympia from Dec. 15th to January 16th . . . AZ Records presents a new Laurent EP; main title, "Comme Un Clown" . . . Barclay appointed a new public relations rep Jeanine Gery . . . Sacha's Show is the title of the new Sacha Distel album through EMI . . . Barclay is releasing through Monument Robert Mitchum's EP including "You Deserve Each Other" . . . Fernandel is recording for Decca the famous operetta "Ignace" . . . Good success for Tutti with the song "A Banda." Three recordings have been cut in France by Dalida, les Parisiennes and the Duo Ouro Negro.

France's Best Sellers

This Week	Last Week	Weeks On Chart	
1	1	6	La Dernière Valse (Mireille Mathieu) Barclay; Francis Day
2	2	8	Le Néon (Adamo) EMI; Pathé Marconi
3	3	8	San Francisco (Johnny Hallyday) Philips; Tournier
4	6	4	Dans Une Heure (Sheila) Philips; Carrère
5	5	9	San Francisco (Scott McKensie) CBS; Tournier
6	—	1	Les Moustaches (Sacha Distel) EMI; Prosadis
7	—	1	Tonton Cristobal (Pierre Perret) Vogue; Vogue International
8	4	7	The Letter (The Box Top) EMI; Vogue International
9	9	2	Le Plus Difficile (Jacques Dutronc) Vogue; Alfa
10	8	5	La dernière Danse (Pétula Clark) Vogue; Francis Day

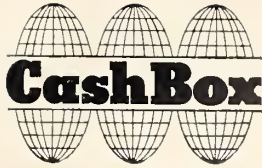
Sweden's Best Sellers

This Week	Last Week	
1	1	Massachusetts (Bee Gees/Polydor) Sonora Musikförlags AB, Sweden
2	2	Mot okänt land (Four Strong Winds) (Hep Stars/Olga) Gehrman, Sweden
3	3	*Onskebrunnen (Sven Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
4	4	The Letter (Box Tops/Stateside) Sweden Music AB, Sweden
5	6	Början till slutet (Almost Persuaded) (Hooten Singers/Polar) Sweden Music AB, Sweden
6	5	Excerpt from A Teenage Opera (Keith West/Parlophone) Reuter & Reuter AB, Sweden
7	8	Treat Her Like A Lady (Tages/Parlophone) Edition Odeon, Sweden
8	7	*Juliet (Ola & Janglers/Gazell) John's Music/Sonet Music AB, Sweden
9	9	Den sista valsen (The Last Waltz) (Svante Thuresson/Metronome) Thore Ehrling Musik AB, Sweden
10	—	*Hälsa hem till mamma (Larry Finnegan/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden

*Local copyright.

Argentina's Top LP's

1	1	Al Ponerse El Sol Raphael (Music Hall)
2	2	Propiedad Privada Rosamel Araya (Disc Jockey)
3	—	Mas De Modart En La Noche Selection (Philips)
4	3	El Magnetismo Palito Ortega (RCA)
5	4	Los Hits En Castellano Adamo (Odeon)
6	6	The World We Knew Frank Sinatra (Music Hall)
7	—	Mundialmente Los Fronterizos (Philips)
8	5	Yo Soy Aquel Raphael (Music Hall)
9	9	El Fantastico Jose Feliciano (RCA)
10	7	Sgt. Pepper's Lonely Heart's Club Band The Beatles (Odeon)



Editorial

Ass'n. 'Do-It-Yourself' Format

People join or form associations because they have a common interest or purpose that can best be advanced and attained thru group activity. No matter what the character of the association, its purpose is usually expressed in by-laws. They are not required to be elaborate, technical or legal. We will do our best in the limited space available to give you a rough idea of the procedure entailed after you have gathered enough potential members to warrant the beginning of an association. The rest is up to you.

BY-LAWS should simply state the objects of the association, the rights and duties of members, the qualifications of members, the number required to constitute a quorum, the dues, the necessary governing officers and how they should be elected, their terms of office, when meetings should be held and where, and possibly, after the association is formed, a lawyer to handle legal matters.

FIRST MEETING, you must choose a temporary president, secretary and committee to prepare a draft of by-laws. The person organizing the association opens the meeting by saying, "I now call the meeting to order," and asks members to make nominations for a temporary president. Any member may ask for the floor by raising his hand and when recognized, offer any present member in nomination. A majority vote is required for the election. Use the same procedure for the election of a temporary secretary and committee on by-laws. The officers selected at the first meeting may serve until the next meeting or for a limited period, to be decided by a majority vote of the members present.

SECOND MEETING, the report of the committee on by-laws is presented to the membership. The entire report may be accepted, but requires a TWO-THIRDS vote of present membership. If the entire report is not acceptable to the membership, each provision may be

considered separately; consideration consists of debating, amending, accepting or rejecting. The vote required on each provision is two-thirds of the membership present instead of the usual majority. Because by-laws are the fundamental basis of the association, they should be acceptable to as many members possible. By-laws can be amended at any time during the life of the association, but any proposals for changes require prior notice in writing to the entire membership.

ELECTION OF PERMANENT OFFICERS. With the adoption of the by-laws providing for the type of officers for the association, and the length of their terms, the members proceed to elect these officers. The usual officers for most coin machine associations are a president, vice-president, secretary and treasurer. Some associations have an executive director, a paid job, it is not recommended until you become large enough to warrant a paid official of this nature.

All members are eligible for office when an association is first formed. But later the by-laws may require a certain minimum period of membership as a qualification to hold office. Nominations for permanent officers are made by the simple statement: "I nominate so-and-so." The nominations do not require a second and a majority vote is necessary for election.

We have endeavored to outline a basic format for those of you in the trade who might be interested in starting an association. However important rules are for guidance, in most trade activities, there is no doubt that much can be accomplished thru informal discussions and action, do not hesitate to form your association on a small friendly level with as little formality and as few restrictions as possible. Any problems you might run into can easily be solved by contacting one of the officers of MOA, an association that will assist you, because their very success depends on your support.

Arizona Coin-table Tournament — A Major Sporting Event

PHOENIX—After months of coordinated promotion, planning and just plain hard work by Ben Spaulding and his operator colleagues here in Phoenix, approximately 350 pool players representing 88 selected Arizona tavern locations converged on the Sands Motel last Monday (Nov. 27th) as the Arizona State Coin-Table Tournament got underway.

Players at the tourney represented the winners of local tavern run-offs which had been conducted the previous eight weeks to determine the best in the A, B, C and Women's Classes. Their presence at the State tourney was simply to find the best in each class as well as compete for \$3,500 in prize money and a shot at the na-

tional run-off due to kick off in Las Vegas later on.

By Wednesday evening, the field had narrowed down to around 30 players. The grand finals were to be conducted Thursday evening, but press time here at Cash Box prohibited publication of the winners until next week.

U.S. Billiards' sales manager Len Schneller, representing the firm which contributed seven 'Leader' coin tables for the tournament play, was on hand for the duration of the contest and joined such trade notables as Joel Kaufman, Stan Beasley, Lee Brady, Sal DiBruno, Claude Coker and Burke Dixon (plus other tradesmen) as a referee.

Schneller advised that thousands of

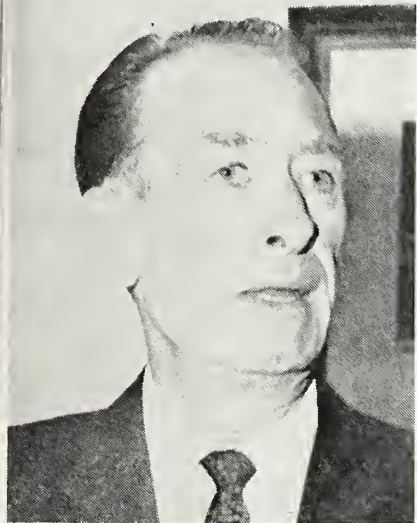
spectators had turned out the first two days of the competition to cheer on their own favorites. A majority of the taverns in the tourney were represented by their owners, Schneller stated. To emphasize the importance of the tournament to the Arizona Community, the large circulation *Arizona Republic* ran a superb feature story in their Wed. edition covering the event and lauding the concept of coin-operated pool as an important part of America's leisure time entertainment.

"The enthusiasm of these people . . . both players and spectators . . . is unbelievable here," Schneller stated via the phones last Thursday afternoon. "We all expected a fine reception but

it's turned out to be a major Phoenix sporting event," he declared.

"All of this success is clearly the result of Ben Spaulding's tireless work," Schneller declared, "as well as that of the good Arizona operators and distributors who joined with him." Schneller plans to join with Spaulding (who he has dubbed "Mr. Commissioner") in promoting a national coin-table tourney via the formation of local contests similar to that which unfolded in Arizona. "We will apply the same rules as here, plus prepare a package of promotional material to assist the operating trade along with local distributors in getting their own competitions underway," Schneller further advised.

Moran Sells Denver Institute Of Coin Operations - New Owners Will Continue to Train Mechanics



Jack Moran

DENVER — Jack Moran, has announced the sale of his Denver based, Institute of Coin Mechanics after over three years of successfully supplying the coin machine and vending industry with many top-flight mechanics. The new owners, Robert Cooper and Donald Miller took over the school on November 20, 1967 and have changed the name to the National Institute Of Coin Mechanics. Cooper said in an interview, "Jack has been

doing a tremendous job with the school and we will continue to operate on his format, however, we do plan to shorten the length of the course."

Moran, a twenty-six year veteran of the coin trade, stated, "I am still of the opinion that a school of this type can be much more successful, but not situated here in Denver. It has to be in a more populous area. The school will still need more cooperation from all levels of the industry." Jack further stated in reference to his plans, "there is a good possibility that I will stay in the business, but at the present time I don't know what I'll do. I'm going to take a few weeks off and just loaf."

The length of time it took a student to complete the previous course was 960 hours, or nearly 24 weeks. Cooper said, "in addition to shortening the entire course we have several other ideas we will try. In the future we hope to establish branches of the school in other cities so as to gain a broader scope of operation and attempt to crimp the mechanic shortage and supply the industry with as many skilled mechanics as possible."

The new mechanic school will operate out of the same offices and all instructors will be retained to maintain a smooth operation.

Moran had graduated 150 students up to September, 1967, since he first started the institute December 1, 1965. Only five of those 150 left the coin machine field for another.

MOA MID-YEAR BOARD OF DIRECTORS CONFAB SET FOR D.C. MARCH 10, 11, 12

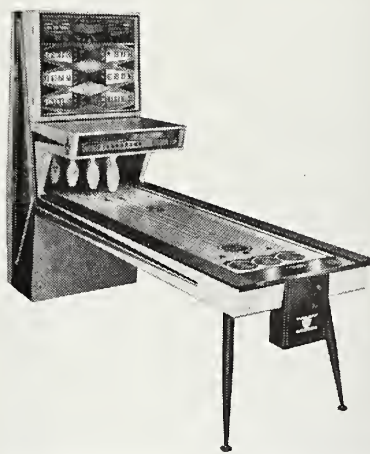
CHICAGO—Fred Granger, executive director of Music Operators of America, advised that the mid-year Board of Directors meeting has been scheduled for March 10-11-12, 1968 in the new Washington Hilton Hotel, Washington, D. C. Plans for the 1968 MOA convention will be discussed at this meeting. A heavy turnout of directors is expected, according to Granger, in view of the fact that the show is moving into a new hotel, the Sherman House, in Chicago.

"We expect next year's show to be even bigger than the 1967 convention, which was heralded as one of the most successful in the association's history," Granger stated, "and we feel

(Continued on Page 103)

Chicoin Debuts 6-P Puck Bowler "Sky Line" As Trade Cheers

■ Average Game Time Less Than One Minute



"Sky Line" 6-player

CHICAGO — The Chicago Coin Machine Division of Chicago Dynamics Industries, debuted their new six-player puck bowler, "Sky Line," to the trade last week and received favorably comments from both distributors and operators.

The "Sky Line" bowler offers a new high score pin count feature along with the proverbial 300 big points for a strike, 200 for a spare and 100 for low scores plus ten points for each pin.

For the first time ever on a bowler of this type, players can obtain a score even with a blow, all making for greater player appeal and competitive play in a close scoring game. When a player makes a strike on "Sky Line," he keeps shooting until he misses. Strikes values will vary in each frame.

"Sky Line" has three ways to play, regulation, dual-flash and flash-o-matic . . . faster play with all three . . . there's no waiting to shoot the second shot, average game time is less than one minute.

"Sky Line's" eight foot-ten inches of esthetic appeal includes wide walnut mica hand rails, eye-gathering cabinet colors with brilliantly lighted scoring drums and pins. Two plays for .25c . . . adjustable for ten cent play, with steel double door and pilfer proof coin box.

"Sky Line" has all the 'pluses' in its favor and should grab a considerable share of bowling fans to its corner.

Phonographic Cont. To Dominate London Coin Machine Market

LONDON — Max Fine, Chairman of Phonographic Equipment Company Ltd., which is in the process of acquiring its competitor, Ruffler & Walker, says the current year for his company has begun well. Turnover from sale of amusement machines is "satisfactory," especially locally manufactured items now accounting for 50 per cent of Phonographic's business.

The group is also rapidly increasing its penetration into taverns, still a relatively underdeveloped market. As previously reported pre-tax profits for the year to April 30th 1967 increased from £797,437 (\$2,232,824) to £892,116 (\$2,497,925) and the dividend is 35 per cent against 23½ per cent previously.

Mondial Quiz Unit Seen at Parks Show



On hand to help Mondial's Dick Sarkisian (left) introduce the 'Prof. Quizmaster' machine to I.A.A.P. conventioners Nov. 26-29 at Chicago's Sherman House are (left to right) Urban Industries' Nat Bailen and Irv Morris of the Irving Morris Co. Machine, which has been on test over one year, was well received by the Parks people, according to Sarkisian.

ELECTRONICS CORP. DEVELOPS TAPE DEVICE SUITABLE FOR COMPACT PHONOS — OFFERS 300-400 SEL.

NEW YORK — A New York based communications engineering corporation, CS & W Electronics Corporation has developed a tape device that could very well revolutionize the present day juke box.

The computer oriented device will be marketed by the parent firm's associate company, Electronic Arts Corporation, headed up by president, John White.

White said in an interview, "the tape device works on the computer system of search and select, but not as complicated as a computer." This new innovation could ultimately open up numerous locations, because of its compact size, that previously would

have been prohibitive because of limited space."

Another reason why White feels it would help to open up new locations is because of the multiplicity of selections, "our tape device can be designed to carry 300 to 400 selections to the listener," present juke boxes have between 100 and 200 selections.

The new device is also expected to create quite a stir in other mediums of the tape field.

White said, "we expect to meet with representatives of a major juke box manufacturer within the week to discuss the unit. They seem to be extremely interested in it."

Merchandisers Handbook No. 17

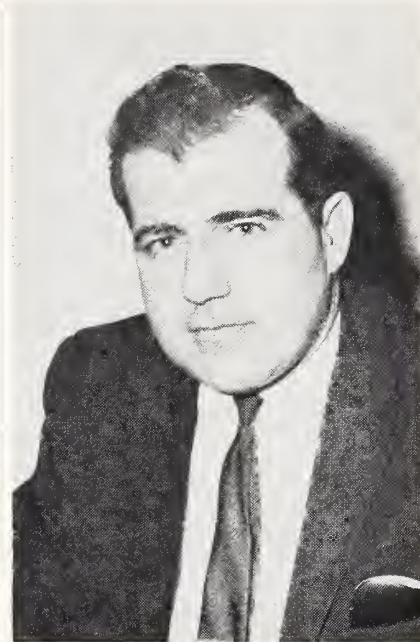
This suggestion will be brief since it calls upon a subject we've all spoken of quite often — programming. Last week we received a report from the American Tobacco Co. concerning brand preference and the lengths consumers will go to get what they want. According to the document, based upon data compiled by Ralph Head & Associates, Ltd. 80% of shoppers will go to another retail outlet when they can't find the cigarette brand they want. Although the standard cigarette location serviced by this trade is a tavern and the consumers who frequent the place, fairly regular folks or a "captured audience", it nevertheless can mean a great deal for your collections and your locations if an attempt is made to please the regular customers. We don't necessarily mean for you to start taking requests for brands of smokes, but an occasional conversation with the bartender you can learn what brands he's noticed lacking on your unit by means of customer complaints, this could be extremely beneficial. Likewise, the same holds true for the music box and for the type of game you might be operating in any given spot. Keep your finger on the pulse of each location as best you can. Remember, when a customer scans the selections on your juke box and can't find the particular song he likes, he'll probably turn his back on the machine altogether. But one tune to his liking can move him to punch a couple more selections, especially with multiple pricing. To really know your locations is to know their tastes.



One of the fastest growing and most productive aspects of the vending machine segment of our business is that of cold can soda vending. It is expected by 1970, 22 per cent of all soft drink sales in the United States will be made thru vending machines. Half of this business will be done in bottle/can drinks.

It is for this reason that the Cash Box Profile called on Hugh J. Gorman, sales manager of the vending division of Rock-Ola Manufacturing Corporation, Chicago, Illinois.

Hugh is an economics graduate of St. Mary's College in Winona, Minnesota, where he captained the St. Mary's basketball team and led them into competition at the National Catholic Invitational Tournament for two years, and was selected Most Valuable Player for one of those years. After College, Hugh spent two years with the United States Army. Upon his discharge from the military, Gorman worked in a market research capacity for various firms before joining the Rock-Ola corporation in 1962. In 1964, Hugh was named



Hugh J. Gorman

Asst. sales manager and in 1965 took his present post as sales manager for the vending division of Rock-Ola.

According to Gorman, not many manufacturers can parallel Rock-Ola's sales curve in the fantastic growth of the can vending market. "When operators talk can vending equipment, the focus is on Rock-Ola," he continued, "Rock-Ola recognized the industry need for can vendors, projected the market potential and fostered a product and sales program which has solidified our position as a leader in the manufacture of can vendors."

However, Gorman mentioned, let's review the hard-hitting impact can vendors have had in the marketplace. For example, in 1963 the U.S. Department of Commerce reported that there were 4,000 cold can drink vending machines manufactured by the industry and placed on location. Just three years later, in 1966, there was an estimated 37,000 units manufactured. In 1967, it is estimated that the industry should build somewhere between 45,000 to 50,000 can vendors . . . now compare this growth to industry production of post-mix cup machines; in 1963 . . . 13,000 units; in 1964 . . . 14,000 units; in 1965 . . . 15,000 and in 1966 . . . 16,000 units.

In addition, the industry offers a huge bottle machine market which is extremely vulnerable to can vendor inroads. Analyze industry can vendor production growth versus annual industry bottle machine production. Bottle machines built in 1963—145,000; in 1964—160,000; in 1965—146,000 and in 1966—124,000 units. We can only conclude and project continued and accelerating growth for the can vendor segment of the industry.

When Gorman was asked whether soft drink companies preferred cans over bottles, he said, "I can't really say if it's a matter of preference, but the can has definite advantages over the bottle and I'm sure the soft drink companies recognize this . . . remember also, more and more canning lines are being built each year . . . with bottles you have the possibility of breakage . . . cans completely eliminate this problem."

There is a theft problem . . . also, there is a problem of storage, deposit and handling . . . this reverts back to breakage in a sense, bottles must be stored in cases which are bulky. Cans can easily be stored in less space."

Gorman feels the consumer also has an advantage with the can over the bottle or cup. Temperature retention is appealing . . . employees in industrial locations like the portability factor; they can return to their work station with a can of soda and not worry about spillage or be con-

cerned about melting ice diluting the drink, also, you can sit a can of soda down somewhere and come back half an hour later . . . its still cool. With a bottle or cup you can't do this . . . besides this, the public readily identifies the can . . . they have been conditioned thru "off-the-shelf" sales in various retail store outlets.

Hugh was asked what the most effective merchandising technique soda vending operators could utilize for stimulating sales and increasing collections. "Well maintained, clean and attractive vending units. A lighted display panel featuring or identifying a cold drink message will attract people. Naturally, you would turn away from a dirty machine, they must be kept clean. Today, personal hygiene is in everyone's mind and they just won't stand for anything that might cause sickness or disease."

When asked what operators preferred from a profit standpoint, "cup" or "can" vending, Gorman stated, "In this area, prime consideration must be given to the service and maintenance burden which is so costly in our business. With can vendors an operators service and maintenance burden is trimmed substantially . . . and all of us are cognizant of service and maintenance costs as they exist today. Sanitation laws relative to cup machines are extremely rigid and will become more and more critical . . . cup machine servicing is more sophisticated and difficult, the cup and ingredient inventory must be kept up, the ice maker and carbonator must be maintained, most cup machines have four or more flavors of syrup to keep in supply, there is a danger of insects collecting around the unit . . . then there is always the possibility of half a vend . . . you might get a cup of ice . . . a cup of carbonated water . . . a cup of syrup . . . you might not even get a cup, just soda. This is the beauty of can vending . . . there's no chance of half a vend, you dispense a sealed product . . . quality of the drink is controlled."

"From a service point of view, cans are preferable right down the line. The only working parts are the coin mechanism, the mechanism that releases the can, the opener that opens the can. So when it comes right down to the wire, can vendors are much easier to operate. And, the initial cost of can equipment is more than 50% lower than cup machines . . . easier to install on location . . . no cumbersome and time consuming service required . . . just fill them up with soda and keep them in tip-top working order."

"One other important point . . . commissions . . . operators should establish and maintain more favorable commission rates for can vendors . . . a reduction in location commissions is paramount and vital across all product lines in our industry . . . with can vendors you have a new product concept . . . a new product cost situation . . . a new vend price . . . all these factors should contribute to proper perspective in the establishment of a more equitable commission structure."

Gorman expects the soft drink companies to pick up on the foreign market potential of can soda vending in the future but to his knowledge there haven't been any hard-nosed promotion drives to date. "Can vending appeals to the masses and has no place to go but . . . up," according to the well-informed and pleasant Gorman. It was a distinct pleasure to discuss the soda vending business with Hugh and it's a good bet that with men like Hugh and his colleagues . . . the future of the vending machine business is in good hands.

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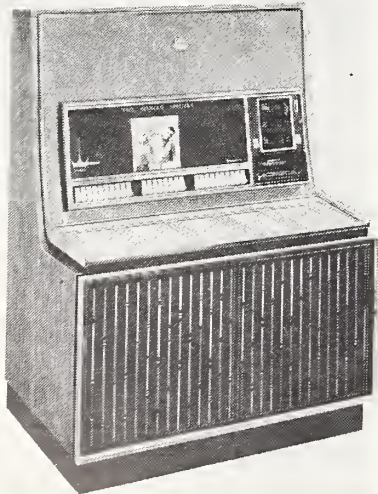
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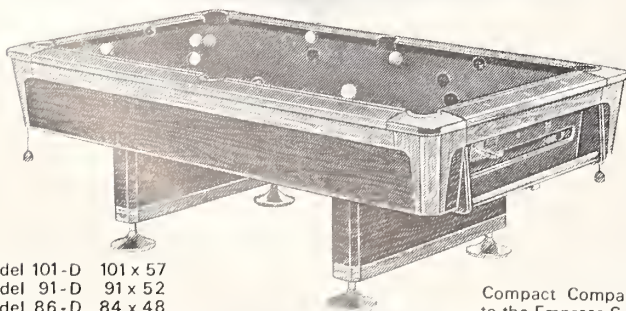
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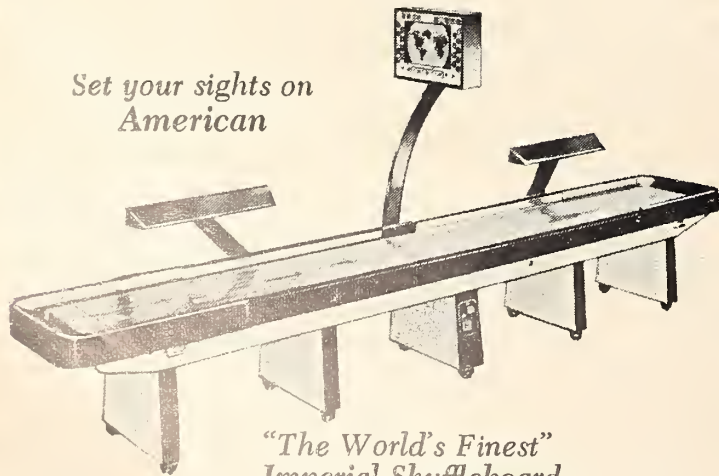
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'Round The Route

Eastern Flashes

PARKS SHOW—Mondial's Dick Sarkisian, Urban Industries' Nat Bailen and Newark's Irv Morris returned from Chi this past week after giving the grand introduction at the Parks Show to their 'Prof. Quizmaster' unit. Dick was delighted with reception by conventioners and reminds us to let the trade know the question machine can be obtained directly through Mondial in New York. Immediate delivery is the order of the day, says Dick. . . . Lest we forget, a goodly number of our coin & vending firms were represented at the Sherman House Show, including Bert Lane's American Model Car Raceways, the Auto-Photo Co., Gold Medal Pkts., Johnson Fare Box, Nutting Associates, Standard Harvard Metaltyper, Int'l Mutoscope, ABC Consolidated and the Seidel Amusement Machine Co. of Massapequa, L.I.

FOR THE EXTRA COINS—With that noble sentiment in mind, Artie Daddis out at United Billiards set out several months back to perfect the coin-op scratch ball return mech, now a very popular optional feature on the United table line. After successful introduction of the mechanism at MOA and Bert Betti's recent open house, Art has geared the Union, N.J. factory toward full production on the United "exclusive feature" and from reports in from his distributors, Art says the interest of the nation's table operators is red hot.

TOURNEY TAKING OFF—An extremely elated Len Schneller called us last Thurs. to give us all the up-to-date details on the fantastic coin-table tourney conducted in Phoenix last week. The final round was just about to go off at press time so we won't have names and pix 'till the next issue. Plenty of consumer press coverage down in Phoenix has helped boost spectator attendance at the Sands Motel to over a thousand. (See details on editorial page).

HERE AND THERE—The moans and groans can be heard all about the metro area, thanks to Mother Nature's generous dispensation of the cold white stuff last week, as route trucks went a slippin' and a slidin' around the congested streets. Understand they'll be quite a bit of snow this winter, with the weather bureau even predicting 24 hours of it between Christmas Eve and Christmas Day. . . . Small item from the Associated Press has it that a 14 year old Hillsdale, Mich. lad was arrested Nov. 28th for reproducing dollar bills on a photocopy machine, pasting the two sides together and changing the bogus bills at a dollar bill changer in a local coin laundry. . . . John White, president of Electronic Arts Corp. in New York, told us last week that at least one major juke manufacturer is interested in his firm's patented tape device that he thinks might revolutionize coin-op phonos for the future. . . . AMI's Jim Newlander is back at his Whippany desk after trekking about the USA for several business meets. . . . Active Amusement's genial Joe Ash mighty happy with the initial takeoff of Rock-Ola's glamorous 'Centura' phono. . . . The New York State Operators Guild will hold its regular meeting and dinner at the Governor Clinton Hotel in Kingston on Dec. 20th at 7:30 P.M., according to prexy Jack Wilson. . . . New York's UJA (coin division) kicks off the '68 campaign Dec. 6th at UJA headquarters on 58th St. Purpose will be to select chairmen plus guest of honor. . . . Dave Liebling of Cleveland Coin, now also distributing the Atlas-Tilt-Test (non-electric counter game), says the unit will be available for the operating trade within the next couple of weeks.

ON THE AVENUE—New York's coinrow was groovin' smoothly last week. Atlantic's Murray Kaye says well over a hundred of this town's ops

(and many out-of-towners) dropped by the showroom to eyeball the new Seeburg Spectra phono. Just to name a few: Mike Mulqueen, Dick Viccio, Eddie Goldberg, Johnny Tartaglia, Jack Rubin and Arnold Stevens. . . . Abe Lipsky says business is mighty fine for this time of year. Last week he received a goodly number of customers, including Eddie Hanko from Bridgeport, Ben Feinberg and Bus Katsaros. . . . Mike Munves and Dick Greenberg told us a delegation of British ops is expected from Blighty to look over the arcade equipment.

Random Notes—Tommy Tarantelli at the fabled one-stop in Syracuse is picking Lu Lu's new Epic release entitled 'Best of Both Worlds' as a natural jukebox followup hit for 'To Sir, With Love.' . . . Bryant Harbin down in Grenada, Mississippi is trying to locate the Twintex Vendors Mfg. Corp. manufacturers of latex vending units. Anyone knowing any info on this firm please let us know—we don't.

Houston Happenings

Earl Chatten, head of State Music Distributors Houston office, reported very satisfactory sales thus far in closing quarter of this year. Amusement machines he mentioned as above average included: Surf Side, Gottlieb; Flying Saucer, Midway; Drinker-Tinker, a counter game by Irving Kaye. Earl can boast over 30 years sales experience of coin operated machines in Texas. . . . J. R. (Russ) Reeder, head of Record Service Co. (major record one stop service), together with his staff personnel from vice pres. to record girls, happy that the addition to building is finally in workable shape. The addition more than doubled size of the plant. This was third major expansion of firms floor space within past five years. . . . Local operator Ben J. Kelly, owner Post Vendors, apparently has mastered the art of hearing a maximum number of diversified operations with a minimum amount of worry. Some of the fellows wonder how. Fact that charming wife is one of the best record shoppers in the business could be a contributing factor. . . . Alan H. Goldfield, operations manager, Houston branch, Allied Recorded Sound (ARS) said the holidays buying rush was already well under way and their inventory was completely up to par. ARS reportedly is the outstanding wholesale tape outlet in the Southwest. . . . Free lance serviceman Alvin Rayes naturally extra interested in the mechanics of all new model phonograph and other types of lately released coin operated equipment.

Piece in recent issue of CASH BOX about pitcher Dick Farrell venturing into coinmatics during off season reminded several old timers (Pappy Daily and Red Harrington included) of another Texas baseball fan hero, Pat Newman, who later made a name for himself in coin machine industry. Pat, first baseman then manager for old Houston Buffs, was a good ball player and excellent club pilot but actually earned his reputation by proving the hard way that umpire Paul Sentell and manager John McGraw were not the completely unbeatable tough hombres in physical combat they were supposed to be in those days. At height of his coin operated machine activities during the early thirties, operating under his name in San Antonio, Newman, tall, slender, soft spoken, looked more like a college professor than an ex-rough and ready athelete. . . . Local operator E. S. Dean and wife Fayrene all set for the red letter date (for them) on December Eighth when they celebrate their 33rd wedding anniversary. . . . Operator Barfield, with United Amusement Co., Baytown, reported excellent business in that booming oil and industrial city located some 25 miles from Houston.



'Round the Route

Chicago Chatter

The Sherman House took on tones of a giant carnival ground for the IAAP Show last week (26-29). Association's executive secretary **Bob Blundred** was interviewed by CBS-TV while cameras scanned the huge exhibit areas on the show's opening day! . . . It was nice visiting the Mondial Int'l. booth and chatting with **Richard Sarkisian**, **Nat Bailen** and **Irv Morris**. We noticed "Prof. Quizmaster" was on display in all its glory! . . . World Wide Dist. is getting set for another big Seeburg "Spectra" showing, scheduled for December 6 at the Ramada Inn in Champaign, Illinois. This will be the last in a series of three midwest showings, hosted by the distrib. . . . Center of excitement at Chicago Dynamic Industries is the new "Sky Line" shuffle alley which, **Mort Secore** describes as, "most beautiful" in design as well as a profit maker on location. Reaction has reportedly been just great! **Mort** hastened to add that the firm's "Ace Machine Gun" did exceptionally well last week! . . . Lots of activity as usual at the Rock-Ola Mfg. Corp. plant. **Dr. Dave Rockola**, **Ed Doris**, **George Hincker**, et al are more than pleased with the overall reception to the lush "Ultra" and "Centura" models! . . . **Bob Garmisa**, head of **Garwin Sales**, the national distributor for the Little LP, issued a listing of the current releases. Topping the list is the hit sound track of "A Man And A Woman" on the United Artists label . . . Send get well wishes to **Ted Rubey**, **Marvel Mfg. Co.** prexy, who's convalescing in **MacNeal Memorial Hospital**, 3249 S. Oak Park Ave., **Berwyn, Illinois**. **P. J. Green** and **Audrie Del Conte** are holding down the fort at **Marvel**—and missin' the boss very much . . . More on the IAAP show: **Gene Wagner** and **Chuck Nutting** manned the **Coin-Op-Computer Co.** booth, displaying the very interesting "I-Q Computer" which, we might add, attracted quite a bit of attention . . . We barely had a chance to chat with **Joe Munves** at the mammoth **Mike Munves Co.** display—it was that crowded! . . . Action at **Williams Electronics** this week centered on the fast moving "Touchdown" single player as well as "Coronado" and "Orion" . . . **MOA's Fred Granger** announced the time and place of the association's mid-year Board of Directors meeting. Dates are **March 10-11-12, 1968**, at the new **Washington Hilton Hotel** in **Washington, D. C.** Personal to **Tom Higdon** of **World Wide**: Sorry we mis-spelled your name in the recent **World Wide** picture spread. Guess we were blinded by the beauty of that "Spectra" on your left! . . . We called over at **Atlas Music Co.** where **Eddie Ginsburg** and his busy crew are workin' like beavers. **Joe Kline** spared a second to say that the last couple of weeks have been exceptionally great—which is always nice to hear!

California Clippings

OLDIES BUT GOODIES . . . Since it's getting close to the end of the year we seem to be getting symptoms that resemble nostalgia. This time around we stopped the old **Cash Box** time machine in the month of **December, 1964**. We noticed that **Buddy Robinson** of **California Music**, and his wife, **Nancy**, welcomed a baby boy named **Timothy Craig**, into their household . . . **Marshall Ames** was working at **Badger Sales** . . . **Gary Sinclair** was in town visiting with **Clayton Ballard** of **Wurlitzer**. They had both recently returned from the **Wurlitzer Distributors meeting** in **Florida**. **R. F. Jones & Company** were telling us about the **Rowe 77** candy machine. **Don Edwards** was covering the **San Diego territory** . . . **Don Grierson**, formerly with **Record Merch**, not a heavyweight type person with **Capitol**, had just stopped in at **Luenhagen's** to plug **Lionel Hampton's** deck, "Jazz-Land." . . . **Frank Mencuri** was then with **Simon Distributing**, and he was saying how well used pool tables were moving. An export order was just being prepared to ship to **Manila** . . . **Bally's "All The Way"** was on the showroom floor over at **Paul A. Laymon**. According to **Jimmy Wilkins**, the new baking ovens for refurbishing phonographs had just been installed. **Britt Adelman** has been bitten by a flu bug. A load of **Valley pool tables** had just been unloaded and they were selling like hot cakes. Some things just never change . . . The staff of **C. A. Robinson** were very pleased to report that another shipment of **United "Polaris"** bowlers had just arrived, and more "Orbit" shuffle alleys were expected momentarily. Despite the limited use of pin games in southern **California**, **Midway's "Rodeo"** center shooter 2 player enjoyed a fine reception. Their "Trophy Gun" was selling very well, even though it had been on the market for many months. **Ed Ratajack**, **Irving Kaye** sales manager, was in town visiting with **Charlie Robinson** . . . It's funny but as we were looking through the back issues we didn't find any mention of the one and only **Hank Tronick**. Question of the hour—where was **H. T.** in 1964? . . .

FROM THE RECORD RACKS . . . These are some of the singles that are presently popping along the **Pacific** . . . From **San Francisco** we get the news that "Chain of Fools" by **Aretha Franklin** on **Atlantic**, is getting some very heavy action. Also taking off well is the latest from the **Jefferson Airplane**, entitled "Watch Her Ride" on **RCA** . . . From **Seattle** we are told that it looks like another hit for **Brenton Wood** with his newest disk, "Baby You Got It" on the **Double Shot** label. On the softer side of the deck we find **Dean Martin** with "In the Misty Moonlight" waxed for **Reprise** . . . From the **San Diego** hotline we get the info that the **American Breed** have a hit on their hands with "Shape Me, Bend Me" on **Acta**. The **Rose Garden** are really winging it with their single "Next Plane to London" on **Atco** . . . From **Portland** we hear that the **Doors** are breaking wide open with "Love Me Two Times."

Milwaukee Mentions

MILWAUKEE — Now that the brief, but wide-spread, deer hunting season is over, **Milwaukee** distributors and operators are about back to normal. Getting "caught up" seems to be the first order of the day. . . . **Stu Glassman** and the crew at **Radio Doctors** are feverishly trying to get stocked up and set for the oncoming holiday rush! . . . Here's an announcement from **WISN-TV**, the **CBS** affiliate in **Milwaukee**, that **William H. Capillaro**

was named news director of the outlet . . . Center of excitement at **Pioneer Sales & Services** is the **Rowe "PhonoVue"** with **Music Merchant** which, **Joel Kleiman** tells us, has really been in big demand this past week. **Joel** added that the new "Caddette" is also proving a real winner throughout the area . . . Needless to say, there was a lot of celebrating in these parts over the **Green Bay Packers** victory!

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Imperial Shuffleboard (16' to 22')
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Bank Shot Model (9')
Shuffle '88'

AUTOMATICS PRODUCTS COMPANY

Smokeshop "Satellite" 630; 18 Sel. Cap. 630
Smokeshop "Satellite" 850; 27 Sel. Cap. 850
Smokeshop Modular "900"; 18 Sel. Cap. 900
Candyshop "100" Ten Columns 400 Capacity
Candy; Six Columns, 200 Capacity—Gum & Mint. First in-First out Feature. Multiple Pricing. Changermaker Optional.

AUTO-PHOTO CO.

Model 12 Studio

BALLY MFG. CO.

Loop The Loop 2P (9/66)
Six Sticks 6P (3/66)
1966 Bally Bowler (4/66)
Deluxe Fun Cruise 1P (11/66)
Bazaar 1P (11/66)
Capersville 4PL (2/67)
Rocket III Add-A-Ball Flipper (6/67)
Wiggler 4P (9/67)

CHICAGO COIN MACHINE

Beatniks 2P (2/67)
Park Lane Puck Bowler 6P (1/67)
Vegas Bowler (3/67)
Bullseye Baseball (3/67)
Wild West Gun (5/67)
Riviera Puck Bowler 6P (6/67)
Ski Ball 4P (7/67)
Twinky 2P (9/67)
Fleetwood 6P Ball Bowler (9/67)
Ace Machine Gun (10/67)
Playtime 4P Ski Ball (11/67)
Sky Line 6P Puck Bowler (12/67)

COLOR-SONICS, INC.

Colorama 2600
Combi 150

DANCARR MUSIC

Wallbox conversion unit

FISCHER MFG. CO., INC.

COIN
Empress 105D (105 x 59)
Empress 92D (92 x 52)
Regent 101D (101 x 57)
Regent 91D (92 x 52)
Regent 85D (84 x 48)
Fiesta 58 (Rebound pool)
NON-COIN
Empire 105 (59 x 105)
Empire 8 (101 x 57)
Empire 7 (92 x 52)
Dutchess 8 (101 x 57)
Dutchess 7 (92 x 52)
Princes 58
Crown Town & Country

CAMERON A/V INTERNATIONAL LTD.

Cinematic 30
Cinematic 50

J. F. FRANTZ MFG. CO.

Little Leaguer (12/62)
Double Header (12/62)
Save Our Business
U.S. Marshall 5 1/2 Gun
Kicker & Catcher
ABT Challenge Pistol
ABT Guesser Scale
ABT Rifle Sport
Aristo Scale

D. GOTTLIEB CO.

Hi-Score 4P (6/67)
Sing-Along 1P (9/67)

PAUL W. HAWKINS MFG.

Rodeo Pony
Mustang
Pony Cart
Ben Hur Chariot
Twin Quarterhorse
Derby Pony Jr.
Lea The Lion
Sam The Clown
Donny Duck

INTERNATIONAL MUTOSCOPE

Photomatic 60's
Plasti-Matic
Balloon-O-Mat
Snack Bar
Pony Cart

IRVING KAYE CO., INC.

NON-COIN MODELS
Deluxe Continental (4 1/2' x 9')
Ambassador 70 (85" x 47")
Ambassador 75 (92" x 52")
Ambassador 80 (106" x 58")
Ambassador 90 (114" x 64")
COIN-OP MODELS
Deluxe Eldorado "66" 6 Pkt. Series
Mark I, 77x45
Mark II, 86x48
Mark III, 92x52
Mark IV, 106x58
Mark V, 114x64
Deluxe Satellite, 77x45
Deluxe Klub Pool
Regular 56x40
Jumbo 75x48
Drinker Tinker Counter Game (11/67)

MARVEL MFG. CO.

Side-Rail Elect. Scoreboard
Coin Box
Cross-mount Scoreboard

MIDWAY MFG. CO.

Cobra Shuffle (4/67)
Space Gun (5/67)
Firebird Shuffle (9/67)
Flying Saucer (10/67)

MONDIAL INTERNATIONAL

Mondial Shoeshine
Flash Soccer 2P (5/67)
Prof. Quizmaster (11/67)

NATIONAL SHUFFLEBOARD & BILLBOARD CO.

COIN-OP MODELS
Coronet I (46" x 78")
Coronet IA (49" x 84")
Coronet II (52" x 92")
Coronet III (59" x 105")
Coronet IV (63" x 113")
Coronet Select-O-Ball
PROFESSIONAL MODELS
Royale (4' x 8')
Royale (4 1/2' x 9')
Executive (63" x 113")
Executive (59" x 105")
Champion (63" x 113")
HOME MODELS
President I (49" x 84")
President II (55" x 96")
President III (58" x 102")
SHUFFLEBOARDS
Astro-Lite (16'-22")
Star-Lite (13")
Champion (16'-22")
Streamliner (16'-22")

PATTERSON INT'L CORP.

Football Match
Flip Match
Drag Strip

ROCK-OLA MFG. CO.

Caravelle (20 Col. 800 Packs) Model 3002 Cigarette Machine
Model 437 "Ultra" console-sized, 160 selection, 45/33 rpm, stereo-mono intermix. Dollar acceptor optional.
Model 436 "Centura" console-sized, 100-selection, 45/33 rpm, stereo-mono intermix. Dollar acceptor optional.
Model 430 100-Sel. Wall Phono (33 1/3 Optional).
1628 Deluxe "Stereo Twins" Speakers
1631 "Stereo Twins Jr." Speakers
1984 Remote Volume Control Unit
Model 500 160-Sel. Stereo Speaker Wallbox 3 level personal pushbutton volume control
Model 501 100-Sel. Wallbox
500F 160-Sel. Wallbox (50¢ chute)
501F 160-Sel. Wallbox (50¢ chute)
502 Universal Wall Box Bar Bracket
1989 Money Counter for Model 418-SA, 424, 425, 426

DAVID ROSEN, INC.

Cinejukebox (audioviz)
Phono-Voice Recorder

ROWE MANUFACTURING

PHONOGRAPH

Rowe AMI "Cacette" 100 selection compact size. Adaptable to PhonoVue. Shure Model Dynetic Cartridge.
Rowe AMI "Music Merchant"—Model MM-1 without dollar bill acceptor. Model MM-2 with dollar bill acceptor. "Stereo-Round" Music console—3-in-1 programming—200-160-100 selections—personalized panel. Album and single record pricing accepts dollar bills, half dollars, quarters, dimes and nickies. Plays 33 1/3 and 45 r.p.m. records intermixed, stereo or monaural. PhonoVue 120-sel. audioviz component.
PHONOVUE—20 sel. Super 8 mm. film auxiliary projection unit.
MUSIC EQUIPMENT
Wallbox—"Wall-Ette" #WRA and #WRB—remote 200 selection "Stereo Round" speaker wallbox. Height 13 3/8". Width 16 1/2". Depth 6 1/4". Push-button volume control. Exclusive waitress call light button. Twelve album display merchandisers. Personalization panel. Half dollar chute. Twin 30° angle stereo speakers. Unitized selector and speaker assembly. Flip-out title page unit. Swing-out, lift-off door. Can be serviced from rear or front. Plug-in components.
HJG—Hideaway—selective stereo—200 sel.
HGG—Hideaway—selective stereo—160 sel.
HHG—Hideaway—selective stereo—100 sel.
R—2092-A—Discotheque Speakers—Console Cabinets.
EX-401—Wall Speakers.
BACKGROUND MUSIC SYSTEMS

Customusic Programster — background tape music system—60 hours of continuous music. Exclusive feature avoids repeating selections in same sequence. Three exclusive libraries—commercial, atmosphere, and production. Available in tape or 9" records.
CMR-1 Message Repeater—self-contained record playback device for automatically making in-store announcements.
270—Celebrity First In—First Out; 440 candy, 200 gum and mint capacity. Also pastry columns; changermaker.
277—Celebrity—11 columns, 340 items capacity. 77—Candy Merchandiser—11 columns, 340 items —changermaker. Small cabinet model.
CIGARETTE VENDORS

160—Rowe Riviera Cigarette Console—20 columns, 800-pack capacity. Electric coin mechanism with mechanical totalizer personalization panel. Save-a-match feature.
260—Celebrity Cigarette—20 columns—800 packs. Same features as Riviera in Celebrity cabinet.
286—Celebrity Cigarette—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer.
86—Cigarette Vendor—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer. Small cabinet model.
DOLLAR BILL CHANGERS

6—Dollar Bill Changer. World's first dollar bill changer. \$150 and \$300 capacity. Heavy duty floor model.

770—Celebrity First In—First Out; 440 candy, 200 gum and mint capacity. Also pastry columns; changermaker.
277—Celebrity—11 columns, 340 items capacity. 77—Candy Merchandiser—11 columns, 340 items —changermaker. Small cabinet model.

CIGARETTE VENDORS
160—Rowe Riviera Cigarette Console—20 columns, 800-pack capacity. Electric coin mechanism with mechanical totalizer personalization panel. Save-a-match feature.
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DOLLAR BILL CHANGERS
6—Dollar Bill Changer. World's first dollar bill changer. \$150 and \$300 capacity. Heavy duty floor model.

THE SEEBURG CORP.

PHONOGRAPHS

Seeburg Spectra
160 selection, 33 1/3 and 45 rpm, stereo/mono play, rotating album display, optional dollar bill acceptor, selector indicator.
Seeburg Phono-Jet
100 selections, 45 rpm mono, compact size.
HLPC-1—Stereo LP Hideaway. 160 selections (up to 480 selections with all album programming). Income Totalizer. Plays 33 1/3 and 45 rpm records intermixed. Album and universal pricing.
SC-1—Stereo Consoleette. 160 selections. Used for remote selection of any record on LP Console or Hideaway. Personalized panel. Album display panel. Album pricing. Push-button volume control. Twin stereo speakers. Remote Income Totalizer. Polished chrome or copper finish.
EBCS-1—Extended Bass Consoleette Speaker. Provides full range stereo response in conjunction with Consoleette speakers.
SC-11—Stereo Music Communication Consoleette. Consoleette serves as Intercom.
CIM-1—Consoleette Intercom Master Unit. Used with Stereo Music Communication Consoleette.

BACKGROUND MUSIC
ICK-1—Intercommunication Consoleette Kit. Converts Stereo Consoleette to Stereo Music Communication Consoleette.
BMS-2—Background Music System 1000 Selections.
BMC-1—Background Music Compact, 1,000 selections.
BMCA-1—Background Music Companion Audio. Used with Background Music Compact (BMC-1).
MPE-1—Electronic Memory Programmer. Used with the Background Music Compact (BMC-1) to insert special announcements and commercials into the background music program.

SABMC-1—Seeburg Automatic Background Music Center. For use with FM Multiplex Telephone Lines and On-Premise Locations. Total of 112 1/2 hours of music.
SEP-1—Seeburg Encore Phonograph. 760 Selections of Foreground Music.

CANDY VENDORS
W10CNI—Mechanical. 10 Selections. 220 bar capacity.
WB10CNI—Mechanical 8 Selections. 152 bar capacity.

UNITED BILLIARDS

COIN-OPERATED TABLES

"100" (78 x 46)
"200" (88 x 51)
"300" (93 x 53)
"400" (103 x 58)
"500" (114 x 64)

U.S. BILLIARDS, INC.

Electro-Pool, Electric Pocket Billiard Game. 6 pkt. Series:
Pro 1—78x46
Pro 2—88x51
Pro 3—93x53
Pro 4—103x58
Club Pool
56x40
75x43
Coin-A-Copy (photocopy unit)
Convertible Time Pool Permits Regulation 6 Pocket Play.
T-86—86x50
T-93—93x53
T-106—106x60
T-106 Snooker—106x60
T-114—114x64
T-114 Snooker—114x64
Pro Leader Series
Pro-2
Pro-3
Pro-4
Professional Billiard Lounge Tables
4x8—106x60
4x8 Snooker—106x60
4 1/2 x 9—114x64
4 1/2 x 9 Snooker—114x64
Home Tables
Pro 2H—86x50
Pro 3H—93x53
Pro 4H—106x60
Pro 5H—114x64
Teeter Meter Counter Game

URBAN INDUSTRIES

Movie Theaters
Model AP-10
Panoram

VALLEY SALES CO.

Bumper Pool®
Model 522S/W Reg. Size
Model 785A—78x45
Model 875A—88x50
Model 935A—93x53
Model 1035—100x57
El Magnifico Series
Model 884—88x50
Model 934—93x53
Model 1014—101x7

WILLIAMS MFG. CO.

Altair Shuffle (3/67)
Coronado Bowler (6/67)
Beat Time 2P (9/67)
Derby Day 2P (10/67)
Orion Shuffle 6P (11/67)
Touchdown IP (11/67)

THE WURLITZER COMPANY

PHONOGRAPHS
AMERICANA II 3200, 200 selection, stereo, single direction turntable, credit system, National Dollar Bill Acceptor, Golden Magic Bar. AMERICANA Model 3100, 200-selections; Model 3110, 100-selections, stereo-mono, solid state amplifier, 25 watts per channel, panoramic pictorial dome panel display or optional dollar bill acceptor. Available with Golden Bar Top Tunes, and Little LP feature. Additional panoramas for special occasions. Brochures on request.
HIDEAWAY PHONOGRAPHS
200-selection, Model 3117 and 100-selection, Model 3111 . . . Top Tunes unit optional. Both models offer complete selectivity from one or more Wurlitzer Wallboxes. Brochure on request.

REMOTE CONTROL EQUIPMENT
SATELLITE, Selective Remote Speaker Console, 100-selection Model 5131; and 200-selection Model 5132. Identical in lower design to companion AMERICANA Phonograph with same speaker complement. Includes 5-position, rotary volume control. Available with Top Tunes Golden Bar and Little LP feature.

Model 5220 . . . 200-selection wallbox with twin speakers, push-button volume control for loud, medium or soft music level, Little LP's and the Top Tunes "Golden Bar" feature. Model 5220-B . . . Same as 5220; but without the Golden Bar Button. In its place is a stylized plate with the star design. Price identical to Model 5220.
Model 5220-A . . . 200-selection wallbox without speakers or volume control. This model does not have the Golden Bar feature. It does have, as do all Model 5220 and 5225 Series Wallboxes, the Little LP selection feature.

Model 5225 . . . 100-selection wallbox with twin speakers, push-button volume control, Little LP's and the Top Tunes "Golden Bar" feature.
Model 5225-B . . . Same as 5225; but without the Golden Bar Button. In its place is a stylized plate with the star design. Price identical to Model 5225.

Model 5225-A . . . 100-selection wallbox without speakers, or volume control. This model does not have the Golden Bar feature. It does, however, have the Little LP feature.

NOTE: As outlined above, all of these wallboxes will allow the patron to select Little LP records, provided, of course, the phonograph incorporates the built-in Little LP feature.

#259B Stepper . . . 100-selection for use with all AMERICANA Phonographs Model 3110, 100-selection, and 100-selection SATELLITE.
#261B Stepper . . . 200-selection for use with all AMERICANA Phonographs Model 3100, 200-selection, and 200-selection SATELLITE.
Kit #197 . . . Combination Volume Control and CV line-matching transformer for use with SATELLITE.

Kit #190 . . . Microphone Kit, inductance type microphone with push-to-talk, flip-to-stay-on switch, control relay assembly and volume control case . . . shipped with 10 ft. cord. Brochure available.

**Garwin Sales Intro's
New Little LP
Program Selections**

CHICAGO — Garwin Sales, national distributor for little LP's, has announced the release of more little LP's for operator use throughout the country.

Heading up the list of releases is the original motion picture soundtrack of the popular movies "A Man And A Woman," tunes included are two vocals, "Today It's You," and "A Man And A Woman." Two orchestra, "A Man And A Woman" and "Today It's You."

Ferrante & Teicher offer United Artist selections "In The Heat Of The Night," "All You Need Is Love," "Cabaret," "Alfie," "The World We Knew," and "You Only Live Twice."

Engelbert Humperdinck is featured on a Parrot Stereo Album with "The Last Waltz," "Two Different Worlds," "Misty Blue," "Am I That Easy To Forget," "A Place In The Sun" and "If I Were You."

The "Let's Have A Party" album released last month features the Best of The Mummies Parade with the Greater Kensington, Polish American, Quaker City & South Philadelphia String Band, playing their versions of: "Golden Slippers," "Four Leaf Clover," "Half A Sixpence," "Stumbling," "Alabama Jubilee," "Baby Face," and "If My Friends Could See Me Now."

**Latest P/V Films
Paired up With
New Martin, James
Disk Releases**

WHIPPANY—George Klersey, director of Rowe AMI's Phono-Vue program has released this week's P/V record pairings with Dean Martin, Etta James, Wilson Pickett, Solomon Burke, The Manhattens, The Standells and Johnnie Taylor heading up the list.

Dean Martin's Reprise disk, "In The Misty Moonlight" grooves with P/V flicks, "Butterfly Dance" (L-2907J), "Bikini Peek-A Boo" (L-2910G), "Chicks In Waiting" (L-2910J), "Hula Shake" (L-2908K), "French Street Cafe" (L-2909S) and "Red Devil Girl" (L-2905F).

"Hoe Down" (L-2908W), "Captive Bird" (L-2910C), "Mermaids" (L-2908E), "Roaring Twenties" (L-2908G), "Reflections" (L-2909P), "L'il Ol' Winemaker" (L-2909U), "Belly Dancer" (L-2907W), "Rain Or Shine" (L-2908N) and "Bedroom Caper" (L-2911U), have been paired up with Etta James' Cadet recording of "Tell Mama."

"I'm In Love" by Wilson Pickett on Atlantic is a swinging tune for P/V cartridges, "Girls For Sale" (L-2909L), "Devil Temptation" (L-2908C), "Green Bikini" (L-2905T) and "Watch The Girls Go By" (L-2909T).

Solomon Burke's rendition of "Detroit City" on Atlantic has been matched up with, "Four French Maids" (L-2908E), "House Of Red Lights" (L-2909K), "Cocktail Party" (L-2908B) and "Love-In" (L-2910L).

"I Call It Love" on Carnival by The Manhattens is a groovin' melody suited for "Arabian Nights" (L-2907X) and "Spanish Flea" (L-2906J).

"Can't Help But Love You," by The Standells on Tower swings sharply with "Tiger Girl" (L-2911S), "Girl And Statue" (L-2905A), "Gaslight A Go-Go" (L-2905G), "Girl In Picture Frame" (L-2905B), "Malt Shop Go-Go" (L-2905Z), "French Street Cafe" (L-2909S), "Hula Shake" (L-2908K), and "Fashion Model" (L-2906Y).

Johnnie Taylor's Stax recording of "Somebody Sleeping In My Bed" is matched nicely with P/V films, "Dressmaker" (L-2905V), "Real Live Model" (L-2910E) and "Bikini Hat Dance" (L-2910F).



**JUKE BOX OPS'
RECORD GUIDE**

PICKS for PROGRAMMING

The following records, selected from the CASH BOX Top 100, represent tunes and performances which appear to be especially suitable to the juke box on location. Ops should check with their one-stops for availability.

MASSACHUSETTS
Bee Gees (Atco 6532)

DAYDREAM BELIEVER
Monkees (Colgems 7392)

SUMMER RAIN
Johnny Rivers (Imperial 66267)

HERE COMES HEAVEN
Eddy Arnold (RCA 9368)

WHAT'S IT GONNA BE
Dusty Springfield (Philips 40498)

BY THE TIME I GET TO PHOENIX
Glenn Campbell (Capitol 2015)

HELLO, GOODBYE
Beatles (Capitol 37614)

WEAR YOUR LOVE LIKE HEAVEN
Donovan (Epic 10253)

**IF I COULD BUILD MY
WHOLE WORLD AROUND YOU**
Morvin Gaye & Tammi Terrell (Tomlo 54161)

**THE OTHER MAN'S GRASS
IS ALWAYS GREENER**
Petula Clark (W. B. 9-4612)

LOVE ME TWO TIMES
Doors (Electro 45624)

IN THE MISTY MOONLIGHT
Dean Martin (Reprise 4-7613)

* **CHAIN OF FOOLS**
Aretha Franklin (Atlantic 2464)

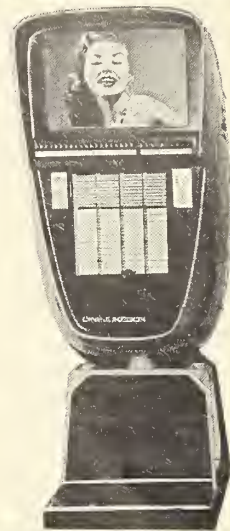
* **BEST OF BOTH WORLDS**
Lulu (Epic 10260)

* **IT'S WONDERFUL**
Young Roscols (Atlantic 2463)

* **DANCIN' OUT OF MY HEART**
Ronnie Dove (Diamond 233)

(* indicates first week on chart)

**START THE
NEW YEAR RIGHT**
Resolve to cash in all year with
CINEJUKEBOX



Exclusive Rowe AMI Distributor
Ea. Pa. - S. Jersey - Del. - Md. - D.C.

DAVID ROSEN inc

855 N. BROAD ST., PHILA., PA. 19123
Phone: (215) CEnter 2-2900

Greater Profit Potential on
The Horizon
with
CHICAGO COIN'S

SKY LINE



NEW 6-PLAYER PUCK BOWLER
with **NEW HIGH SCORE
PIN COUNT FEATURE**
STRIKE SCORES 300
SPARE SCORES 200
BLOW SCORES 100, plus
10 Points for Each Pin

FIRST TIME EVER —
Even with A Blow, Player Gets A Score.

FASTER PLAY

10c PLAY
Available 2 for 25c

- KEEP STRIKING FEATURE
- REGULATION • DUAL-FLASH
- FLASH-O-MATIC

Length
8', 10"

Mfrs. of **PROVEN PROFIT MAKERS** Since 1931

ALSO IN PRODUCTION PLAYTIME • ACE • FLEETWOOD • TWINKY

CHICAGO COIN MACHINE DIV.
CHICAGO DYNAMIC INDUSTRIES, INC.
1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

ROWE AMI MUSIC MACHINES

D-40, '51, 40 Sel.
D-80, '51, 80 Sel.
E-40, '53, 40 Sel.
E-80, '53, 80 Sel.
E-120, '53, 120 Sel
F-40, '54, 40 Sel.
F-80, '54, 80 Sel.
F-120, '54, 120 Sel.
G-80, '55, 120 Sel.
G-120, '55, 120 Sel.
G-200, '56, 200 Sel.
H-120, '57, 120 Sel.
H-200, '57, 200 Sel.
1-100M, '58, 100 Sel.
1-200M, '58, 200 Sel.
1-200E, '58, 200 Sel.
J-200K, '59, 200 Sel.
J-200M, '59, 200 Sel.
J-120, '59, 120 Sel.
K-200, '60, 200 Sel.
K-120, '60, 120 Sel.
Continental '60, 200 Sel.
Lyric, '60, 100 Sel.
Continental 2, '61, 200 Sel.
Continental 2, '61, 100 Sel.
L-200, 160, 100 Sel. '62-63
M-200 Tropicana '63-64
N-200 Diplomat '65
O-200 Bandstand '65

1436, '52, Fireball, 120 Sel.
1436A, '53, Fireball, 120 Sel.
1438, '54, Comet, 120 Sel.
1446, '54, HiFi, 120 Sel.
1448, '55, HiFi, 120 Sel.
1452, '55, 50 Sel.
1454, '56, 120 Sel.
1455, '57, 200 Sel.
1458, '58, 120 Sel.
1465, '58, 200 Sel.
1475, '59, 200 Sel. Tempo I
1468, '59, 120 Sel. Tempo I
1485, '60, 200 Sel. Tempo II

ROCK-OLA

1478, '60, 120 Sel. Tempo II
1495, '61, 200 Sel. Regis
1488, '61, 120 Sel. Regis
1496, '62, 120 Sel. Empress
1497, '62, 200 Sel. Empress
1493, '62, 100 Sel. Princess
408, '63, 160 Sel. Rhapsody I
404, '63, 100 Sel. Capri I
418-SA, '64, 160 Sel. Rhapsody II
414, '64, 100 Sel. Capri II
425, '64, Grand Prix 160 Sel.

SEEBURG

M100A, '51, 100 Sel.
M100B, '51, 100 Sel.
M100BL, '51, 100 Sel. Light Cab
M100C, '52, 100 Sel.
HF100G, '53, 100 Sel.
HF100R, '54, 100 Sel.
Y200, '55, 200 Sel.
V200, '56, 200 Sel.
KD200H, '57, 200 Sel.
L100, '57, 100 Sel.
201, '58, 200 Sel.
161, '58, 160 Sel.
222, '59, 160 Sel.
220, '59, 100 Sel.
Q-160, '60, 160 Sel.
Q-100, '60, 100 Sel.
AY100S, '61, 160 Sel.
AY100L, '61, 100 Sel.
DS 160, '62, 160 Sel.
DS 100, '62, 100 Sel.
LPC-1, '63, 160 Sel.
LPC-480, '63, 160 Sel.
Electra '65, 160 Sel.

WURLITZER

1250, '50, 48 Sel., 45 or 78 RPM
1400, '51, 48 Sel., 45 or 78 RPM
1450, '51, 48 Sel., 45 or 78 RPM
1500, '52, 104 Sel., 45 or 78 Inter-
mix
1500 A, '53, 104 Sel., 45 & 78 In-
termix
1600, '53, 48 Sel., 45 & 78 Inter-
mix
1650, '53, 48 Sel.
1650A, '54, 48 Sel.
1700, '54, 104 Sel.
1800, '55, 104 Sel.
1900, '56, 200 Sel.
2000, '56, 200 Sel.
2100, '57, 200 Sel.
2104, '57, 104 Sel.
2150, '57, 200 Sel.
2200, '58, 200 Sel.
2204, '58, 104 Sel.
2250, '58, 200 Sel.
2300, '59, 200 Sel.
2304, '59, 104 Sel.
2310, '59, 100 Sel.
2400, '60, 200 Sel.
2404, '60, 104 Sel.
2410, '60, 100 Sel.
2500, '61, 200 Sel.
2504, '61, 104 Sel.
2510, '61, 100 Sel.
2600, '62, 200 Sel.
2610, '62, 100 Sel.
2700, '63, 200 Sel.
2710, '63, 100 Sel.
2810 Stereo-Mono., 100 Sel.
2900 Stereo-Mono., 100 Sel.
2903, '65, 200 Sel.

PINGAMES BALLY

Acapulco (5/61)
Barrel-O-Fun (9/60)
Barrel-O-Fun '61 (4/61)
Barrel-O-Fun '62 (11/61)
Beauty Contest (1/60)
Bongo 2P (3/64)
Bounty (Bingo) (10/63)
Bus Stop 2P (1/65)
Campus Queen 4PL (8/66)
Can-Can (10/61)
Circus Queen (2/61)
Cue-Tease 2P (7/63)
Funspot '62 (11/62)
Flying Circus 2P (6/61)
Folies Bergeres Bingo (11/65)
Grand Tour 1P (7/64)
Happy Tour 1P (7/64)
(Add-A-Ball Model)
Golden Gate (6/62)
Harvest 1P Pin (10/64)
Hay Ride 1P (10/64)
(Add-A-Ball Model)
Hottenany (Pin) 1P (11/63)
Laguna Beach (3/60)
Lido (2/62)
Lite-A-Line (2/61)
Mad World 2P (5/64)
Monte Carlo 1P (Pin) (2/64)
Moonshot (3/63)
Queens (Bch., Is.) (3/60)
Roller Derby (6/60)
Ship-Mates 4P (2/64)
Shoot-A-Line (6/62)
Silver Sails (11/62)
Sky Diver 1P (4/64)
Star Jet (Pin) 2P (12/63)
3-In-Line 4P (8/63)
Touchdown (11/60)
Twist (11/62)
2 in 1 2P (8/64)
Trio 1P (11/65)
Bond Wagon 4P (5/65)
Sheba 2P (3/65)
Border Beauty Bingo (2/65)
Bullfight 1P (1/65)
Magic Circle 1P (6/65)
50/50 2P (8/65)
Beauty Beach Bingo (5/65)
Aces High 4P (9/65)
Disco 2P (10/65)
Big Chief 4P (10/65)

CHICAGO COIN

Par Golf (9/65)
Gold Star Shuffle (7/65)
Big League Baseball 2P (4/65)
Preview Bowler (9/65)
Sun Valley (8/63)
Firecracker 2P (12/63)
Bronco 2P (5/64)
Royal Flash 2P (8/64)
Mustang 2P
Festival 4P (1/67)

GOTTLIEB

King of Diamonds 1P (1/66)
Mayfair 2P (6/66)
Central Park 1P (4/66)
Masquerade 4P (2/66)
Ice Review 1P (12/65)
Ice Show (Add-A-Ball-Model)
Aloha 2P (11/61)
Bank-A-Ball 1P (9/65)
Big Casino (1P/7/61)
Big Top 1P (1/64)
Bonanza 2P (6/64)
Bowling Queen 1P (8/64)
Buckaroo 1P (6/65)
Captain Kidd 2P (7/60)
Corral (9/61)
Cover Girl 1-Plyr. (7/62)
Cow-Poke 1P (5/65)
Diamond Jack, Add-A-Ball
Dancing Lady 4P (11/66)
Dneg. Dolls 1P (6/60)
Dodge City 4P (7/65)
Egg Head 1P (12/61)
Fashion Show 2P (6/62)
Flipper 1P (11/60)
Flipper Clown (4/62)
Flipper Cowboy 1P (10/62)
Flipper Fair 1P (11/61)
Flipper Parade (5/61)
Flipper Pool 1P (11/65)
Flying Circus (6/61)
Foto Finish 1P (1/61)
Flying Chariots 2P (10/63)
Gaucho 4P (1/63)
Gigi 1P (12/63)
Hoppy Clown 4P (11/64)
Hi Dolly 2P (5/65)
Kewpie Doll 1P (10/60)
Sky Line 1P (1/65)
Lancer 2P (8/61)
Liberty Belle 4P (3/62)
Lite-A-Card 2P (3/60)
Majorettes 1P (8/64)
Melody Lane 2P (9/60)
Mry-Go-Round 2P (12/60)
Miss Anabelle 1P (8/59)
North Star 1P (10/64)
Oklahoma 4P (2/61)
Olympics 1P (9/62)
Paradise 2P (11/65)
Preview 2P (8/62)
Rock-A-Ball 1P (12/62)
Sea Shore 2P (9/64)
Seven Seas 2P (1/60)
Showboat 1P (4/61)
Super Score 2P (3/67)
Kings & Queens 1P (3/65)
Slick Chick 1P (4/63)
Spot-A-Card 1P (3/60)
Sunset 2-player (11/62)
Sweet Hearis 1P (9/63)
Swing Along 2P (7/63)
Texas 4P (4/60)
Theo-Bred 2PL (2/65)
Wld. Beauties 1P (260)
World Fair 1P (5/64)

KENEY

Old Plantation (2/61)
Black Dragon
El Rancho Hacienda
Rainbow (6/62)
Go-Cart 1P (5/63)
Poker Face 2P (9/63)

MIDWAY

Rodeo 2P (10/64)
Premier Puck Shuffle (4/66)
Mystery Score (8/65)
(Novelty Game)
Fun Ball Baseball (1/67)

WILLIAMS

A-Go-Go 4P (5/66)
Alpine Club 1P (3/65)
Aztec Bowler (9/66)
Beat The Clock (12/63)
Big Chief 4P (10/65)
Big Daddy 1P (9/63)
Big Deal 1P (2/63)
Black Jack 1P (1/60)
Bowl-A-Strike 1P 12/65)
Coquette (4/62)
Darts 1P (6/60)
Eager Beaver 2P (5/65)
El Toro 2P (8/63)
Four Roses 1P (12/62)
Full House 1P (3/66)
Gldn. Gloves 1P (1/60)
Lite-A-Line 1P (7/64)
Jumpin' Jacks 2P (4/63)
Jungle 1P (9/60)
Kinglypin (9/62)
Lucky Strike 1P (8/65)
Magic Town 1P (2/67)
Magic City (1/67)
Mardi Gras 4P (11/62)
Merry Widow 4P (10/63)
Moulin Rouge 1P (6/65)
Music Man 4P (8/60)
Nags 1P (3/60)
Oh, Boy 2P (2/64)
Trio 1P (11/65)
Pot O Gold 2P
Riverboat 1P (9/64)
San Francisco 2P (5/64)
Serenade 2P (5/60)
Skill Pool 1P (6/63)
Space Ship 2P (12/61)
Teacher's Pet 1P (12/65)
Tom-Tom 2P (1/63)
Top Hand 1P (5/66)
Trade Winds (6/62)
Twenty-One 1P (2/60)
Valiant 2P (8/62)
Vagabond (10/62)
Viking 2P (10/61)
Whoopee 4P (10/64)
Wing-Ding 1P (12/64)
Zig-Zag 1P (12/64)

SHUFFLES—BOWLERS

BALLY Shuffles
ABC Bowler (7/55)
Jumbo Bowler (9/55)
King Pin Bowler (9/55)
ABC Spr. Del. (9/57)
All-Star Bowling (12/57)
All-Star Deluxe (2/58)
Lucky Shuffle (9/58)
Star Shuffle (10/58)
Speed Bowler (11/58)
Club Bowler (2/59)
Club Deluxe (5/59)
Monarch Bowler (11/59)
Official Jumbo (9/60)
Jumbo Deluxe (9/60)
1965 Bally Bowler
All The Way (10/65)

Ball Bowlers

ABC Bowl, Lane (1/57)
ABC Tournament (6/57)
ABC Champion (10/57)
Strike Bowler (11/57)
Trophy Bowler (4/58)
Lucky Alley (8/58)
Pan American (6/59)
Challenger (9/59)
Super Shuffle (12/61)
Big 7 Shuffle (9/62)
Super 8 (4/63)
Deluxe Bally Bowler (1/64)

CHICAGO COIN Shuffles

Top Brass Shuffle (4/65)
Triple Strike (2/55)
Arrow (2/55)
Cr. Crass Targette (1/55)
Bonus Score (4/55)
Hollywood (5/55)
Blinker (8/55)
Score-A-Line (9/55)
Bowling Team (10/55)
Rocket Shuffle (3/58)
Explorer Shuffle (6/55)
ReBound Shuffle (12/58)
Championship (11/58)
Double Feature (12/58)
Red Pin (2/59)
Bowl Master (8/59)
4-Game Shuffle (11/59)
Bull's Eye Drop Ball
(12/59)
6-Game Shuffle (6/60)
Triple Gold Pin Pro
(2/61)
Starlite (5/62)
Citation (10/62)
Strike Ball (5/63)
Spotlite (11/63)
DeVille (8/64)
Triumph (1/65)
Bel Air Puck Bwlr.

Ball Bowlers

Super-Sanic Bowler (3/65)
Bowling League (2/57)
Ski Bowl 6P (11/57)
Classic (7/57)
TV Bowling Lg. (11/57)
Lucky Strike (1/58)
TV (with rollovers)
Player's Choice (9/58)
Twin Bowler (10/58)
King Bowler (3/59)
Queen Bowler (9/59)
Duke Bowler (8/60)
Duchess Bowler (8/60)
Princess (4/61)
Gold Crown (3/62)
Royal Crown (8/62)
Grand Prize (3/63)
Official Spwr Lite (9/63)
Cadillac Bwlr (11/64)
Majestic Bowler (8/64)
Tournament (12/64)
Imperial (9/66)

SHUFFLES—BOWLERS

UNITED Shuffles
Encore Puck Shuffle (9/66)
Amazon Bowler (3/66)
Blazer Shuffle (6/66)
Tango Shuffle (2/66)
Clipper (5/55)
5th Inning (6/55)
Capitol (6/55)
Super Bonus (9/55)
Deluxe model
Top Notch (10/55)
Regulation (11/55)
6-Star (10/57)
Midget Bowling ((3/58)
Shooting Stars (4/58)
Eagle (5/58)
Atlas (8/58)
Cyclone (10/58)
Soccer 1P (3/64)
Dual (1/59)
Zenith (6/59)
Flash (6/59)
3-Way (9/59)
4-Way (12/59)
Big Bonus (2/60)
Sunny (5/60)
Sure Fire (10/60)
Line-Up (1/61)
5-Way (5/61)
Avalon (4/62)
Silver (6/62)
Shuffle Baseball (6/62)
Action (7/62)
Embassy (9/62)
Circus Roll-Down (9/62)
Lancer (11/62)
Sparky (12/62)
Caravelle (2/63)
Crest (4/63)
Rumpus Tarquette (5/63)
Astro (6/63)
Ultra (8/63)
Sippy (11/63)
Jill-Jill (11/63)
Bank Pool (11/63)
Topper (2/64)
Tempest (2/64)
Pacer (4/64)
Tiger (7/64)
Orbit (8/64)
Mambo (12/64)
Cheetah Shuffle (3/65)
Pyramid (6/65)
Corral Shuffle (10/65)

Ball Bowlers

Bowling Alley (11/56)
Jumbo Bowling (9/57)
Royal Bowler (12/57)
Pixie Bowler (8/58)
Dimplex (11/58)
Simplex (5/59)
Advance (5/59)
League (10/59)
Handicap (11/59)
Teammate (12/59)
Falcon (4/60)
Savoy (5/60)
Bowl-A-Rama (9/60)
Tip Top (10/60)
Dixie (1/61)
Cameo 5-Star Bowling
(5/61)
Classic (6/61)
Alamo (4/62)
Sahara (7/62)
Tropic Bowler (9/62)
Lucky (11/62)
Cypress (12/62)
Sobre (2/63)
Regal (4/63)
Fury (8/63)
Futura (12/63)
Tornado (3/64)
Thunder (6/64)
Polaris (8/64)
Galleon (3/65)
Bowl-A-Rama (7/65)

WILLIAMS Ball Bowlers

Maverick Bowler (11/65)
Oasis Bowler (6/65)
Roll-A-Ball 6P (12/56)
Matador Bowler (12/64)

UPRIGHTS

AB Circus (5/56)
AB County Fair (3/57)
AB Circus Wagon
Wheels (12/58)
AB Galloping Dominos
AB Circus Play Ball
(4/59)
AB Magic Mirror
Horoscope (11/59)

AB Mermaid (3/60)
Aquati Prod. Squaits
(11/57)
B Jumbo (5/59)
B Sportsman (6/59)
B Jamboree (10/60)
B Super Jumbo (11/60)
CC Star Rocket (5/59)
GA Skeet Shoot (1/57)
GA Super Hunter (6/57)
GA Double Shot (4/58)
GA Wild Cat (12/58)
GA Spr. Wild Cat
GA Twin Wild Cat (7/59)
GA Super Wild Cat
Trail Blazer (12/60)
Twin Trail Blazer (2/61)
K Big Tent
K Spr. Big Tent (6/57)
K Shawnee (1/59)
K Big Roundup (3/59)
K Little Buckaroo (4/59)
K Del. Big Tent (5/59)
K Big 3 (5/59)
K Touchdown (9/59)
K Big Dipper (10/59)
K Twin Big Tent
Criss Cross Diamond
(1/60)
K Red Arrow (4/60)
Sweet Shawnee '60
Black Dragon '60
K Twin Red Arrow
(5/60)
K Flashback (6/61)

ARCADE

ABT 6 Gun Rifle Range
Air Football
Air Hockey
Auto Photo Model 9
Amer. Shuffle Situation
(5/61)
B Undersea Raider
B Derby Gun (2/60)
B Bulls Eye Shooting
Gallery (9/55)
B Big Inning (5/58)
B Heavy Hitter (4/59)
B Ball Park (4/60)
B Sharpshooter (2/61)
B Golf Champ (8/58)
B Bat Practice (8/59)
B Skill Roll (8/58)
B Moon Raider (7/59)
B Target (10/59)
B Spook Gun (9/58)
B Skill Parade (1/59)
B Skill Score (6/60)
B Skill Derby (10/60)
B Del Skill Parade
(4/59)
B Table Hockey (2/63)
B Spinner (2/63) Novelty
B Bank Ball (1/63)
B Fun Phane (3/63)
Capitol Midget Movies
CC Bullseye Baseball
CC Basketball Champ
CC-4-Player Derby
CC Goalee
CC Midget Skee
Super model
CC Big League (5/55)
CC Twin Hockey (5/56)
CC Shoot The Clown
CC. Stim. Shovel (5/56)
CC Batter Up (4/58)
CC Criss Cross
Hockey (10/58)
CC Croquet (8/58)
CC Playland Rifle
Gallery (8/59)
CC Pony Express (4/60)
CC Ray Gun (10/60)
CC Wild West (5/61)
CC Long Range Rifle
Gallery (1/62)
CC All-Star Baseball
(1/63)
CC Big Hit (10/62)
CC Pro Basketball (6/61)
CC Riot Gun (6/63)
CC Champion Rifle
Range (1/64)
CC Popup (10/64)
Ex Gun Patrol
Ex Jet Gun
Ex Space Gun
Ex Pony Express
Ex Six Shooter
Ex Shooting Gal. (6/54)
Ex Star Shgt. Gal. (9/54)
Ex Sportland Shooting
Gallery (11/54)
Ex "500" Shooting
Gallery (3/55)
Ex Treasure Cove
Shooting Gal. (6/55)
Ex Jungle Hunt (3/57)
Ex Ringer Ball (11/56)
Ex Pop Gun (9/57)
Ge Lucky Seven
Ge Sky Gunner
Ge Night Fighter
Ge 2-Player Basketball
Ge Rifle Gal. (6/54)
Ge Big Top Rifle
Gallery (6/54)
Super model (12/55)
Ge Gun Club
Ge Wild West Gun (2/55)
Ge Sky Rocket Rifle
Gallery (5/55)
Ge Championship
Baseball (9/55)
Ge Quarterback (10/55)
Ge Hi Fi Baseball (5/56)
Ge State Fair Rifle Gal.
(6/56)
Ge Davy Crockett (10/56)
Ge Circus Rifle (3/57)
Ge Motorama (10/57)
Ge Gypsy Grandma
(5/57)
Ge Gun Fair (5/58)
Ge Space Age Gun (6/58)

Jungle Joe
Ke Air Raider
Ke Sub Gun
Ke Sportland Deluxe
model
Ke Ranger (3/58)
Deluxe Model (3/55)
Grand Slam Baseball
(2/64)
Ke League Leader (4/58)
Ke Sportland
Ke Two-Gun Fun (3/62)
Mid Red Ball (5/59)
Mid Jaker Ball (11/59)
Midway Bazooka (10/60)
Midway Shooting
Gallery (2/60)
Mid. Del. Baseball (5/62)
Mid. Flying Turns (9/64) 2P
Play Ball 1P
Mid. Little League B13 (1966)
Mid Target Gallery
(7/62)
Mid. Carn. Tgt. Gtry.
(2/63)
Mid. Slugger BB (3/63)
Mid. Rifle Range (6/63)
Mid. Raceway (10/63)
Mid. Winner 2P (12/63)
Mid. Top Hit BB (3/64)
Mid. Trophy Gun BB (6/64)
Captain Kid Rifle (9/66)
Mills Panorama Peek
(11/54)
Munves Bike Race (5/58)
Munv. Sat. Trkr. (5/59)
Mu Atomic Bomber
Mu Ace Bomber
Mu Dr. Mobile
Mu Fly Saucers
Muto Lord's Prayer
Mu Photo (Pre-War)
Mu Photo (Deluxe)
Mu Silver Gloves
Mu Sky Fighter
Muto Voice-O-Graph
Pre-War Model
Post-War Model
Mu K. O. Champ
Mu Drive Yourself
Mu Bang-O-Rama (4/57)
Philadelphia Toboggan
Skee Alley
Scientific Pitch 'Em
Seeburg Bear Gun
Seeburg Coot Hunt
Set Shot Basketball
Southland's Speedway
(6/63)
Southland Fast Draw '63
Southland Time Trials
(9/63)
Telequiz
Un Jungle Gun
Un Carn. Gun (10/54)
Un Bonus Baseball (3/62)
Un Bonus Gun (1/55)
Un Star Slugger (7/55)
Un Spr. Slugger (4/56)
Un Pirate Gun (10/56)
Un Yankee BB (3/59)
Un Sky Raider (10/58)
Wm. Del. BB (4/53)
Wm. Major Leaguer
Wm. Big Lg. BB (2/54)
Wm. Jet Fighter (10/54)
Wm. Safari (2/54)
Wm. Polar Hunt (3/55)
Wm. Sidewalk Eng (4/55)
Wm. King of Swat (5/55)
Wm. 4-bagger (4/56)
Wm. Crane (10/56)
Wm. Penny Clown
(12/56)
Wm. 1957 Baseball
Wm. 10-Strike (12/57)
Wm. Ten Pins (12/57)
Wm. Shortstop (4/58)
Wm. Pinchhitter (4/59)
Wm. Vanguard (10/58)
Wm. Hercules (2/59)
Wm. Crusader (6/59)
Wm. Titan (8/59)
Wm. Del. Bat. Champ
(5/61)
Wm. Extra Inning (5/62)
Wm. World Series (5/62)
Wm. Road Racer (5/62)
Bally Champion Horse
Bally Moon Ride
Wm. Official Baseball
(4/60)
Wm. Major League (3/63)
Wm. Voice-O-Graph 1962
Wms. Mini Golf (10/64)
Wms. Hollywood Driving
Range (4/65)
Double Play BB (4/65)

KIDDIE RIDES

Bally Champion Horse
Ball Mon Ride
Pony Twins
Bally Space Ship
Bally Speed Boat
Bally Trnrv. Trolley
Bert Lane Lancer Horse
Bert Lane Merry-Go-
Round
B.L. Miss America Boat
Bert Lane Fire Engine
B.L. Whirlybird (3/61)
B.L. Moon Rocket (3/61)
Capitol Donald Duck
Capitol Elsie
Capitol Palomina Horse
Capitol See Saw
Chicago Cain Super Jet
Chicago Round The
World Trainer
Deco Merry-Go-Round
Deco Space Ranger
Exhibit Big Broncho
Exhibit Mustang
Exhibit Sea Skates
Exhibit Space Patrol
Scientific Television
Scientific Boat Ride
Texas Merry Go-Round
Exhibit Rudolph The
Reindeer

Munves "Steals The Show" At Parks Exhibit



Shown above are pictures of the Munves' exhibit that covered four booths, one of the largest exhibits at the recent Int'l. Association Of Amusement Parks show held at the Sherman House in Chicago. Joe Munves was on hand to furnish info on the equipment to passersby and potential customers. More details next week.

Kansas Ass'n Meet To Elect Officials

EMPORIA, KAN.—Harlan Wingrave of the Kansas Amusement and Music Association informed us late Thursday that the newly formed Kansas association would hold an association meeting at the Hospitality House in Emporia, Saturday and Sunday, Dec. 2, 3rd.

Members of the new group were to officially set up the association, adopt a constitution and set of by-laws. Permanent officers were also expected to be elected. A cocktail and dinner party was on the slate for Saturday night.

Howard Ellis, MOA Treasurer from Omaha, Nebraska was expected to attend the meet. Details on officers and association developments next week.

Gelfand Takes Over NAMA Pres. Helm



The responsibilities of office as well as the paper work were turned over to NAMA President-elect Meyer Gelfand (second from right), The Macke Company, Cheverly, Md., by President James T. McGuire without delay during the recent convention and Trade Show of Automatic Merchandising in Chicago.

Others officers elected by the board of directors of the association were (left to right): Vice president, John L. (Jack) Burlington, The Vendo Company, Kansas City, Mo.; Senior vice president, William H. Martin, Automatic Candy Company, Columbus, Ga. Gelfand will take office for one year on January 1, 1968.

NAMA Ships 900 Thou. "Minors Warning" Decals To Cigarette Op's

CHICAGO — More than 930,000 cigarette vending machine decals designed to warn minors against illegal selling of cigarettes have been mailed so far in the continuing self-regulation program of the National Automatic Merchandising Association (N A M A).

Started in 1963 as an industrywide effort to forestall criticism against cigarette venders, the program was reinforced this year through N A M A staff presentations at numerous state and local meetings, according to Louis J. Risman, chairman of the N A M A Special Cigarette Committee.

"Resultant operator interest in the continuing self-regulation program caused 657 vending firms to place orders for the "Minors Are Forbidden" decals in the first 10 months of this year," Risman said. Nearly 180,000 of the warning signs were provided by the association so far this year.

The decals are furnished free of charge to N A M A members in any quantity as a special member service. Non-members may order them at a cost of 5¢ per decal.

Operators in California, Illinois, Pennsylvania and Ohio placed the largest number of orders with N A M A this year, Risman said.

"I particularly want to commend the cigarette machine manufacturers who have been furnishing a warning decal with every new machine since we began this N A M A program," Risman added.

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 SINGLE PLAYER • 3-5 BALL PLAY
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MOA Board of Directors Confab

(Continued from Page 95) the more spacious exhibit area and facilities of the Sherman House will add enormously to this success." "It is our aim in 1968 to eliminate the problems that may have existed during last year's show. Along these lines, we plan to hold a series of pre-convention meetings, several months in advance of the actual MOA show, to discuss the planned conven-

tion and freely air any thoughts and suggestions," Granger added. In closing, Granger said that "support for MOA continues to grow as evidenced by the 30 new members signed up by the membership committee during the recent convention. Foreign interest, too, is on the rise. In fact, just this past week we received an application from a firm in Japan!"

'66-'67 Net Profit of 4.52% Before Income Taxes For Vending Companies

CHICAGO — Vending service companies reported average net profits of 4.52 per cent of sales before income taxes in 1966-67, according to a national survey compiled by Price Waterhouse & Co.

Although lower margins had been expected in view of tightening cost-price ratios throughout the industry, the 1966-67 figure is virtually unchanged from 4.47 per cent in 1965-66.

Total payroll expenses (as a percentage of sales) increased more than 6 per cent over the previous period, up from 19.85 per cent to 21.10 per cent of sales.

The annual report is based on confidential figures submitted by 183 vending service companies with a combined total of nearly \$952,000,000 in

annual sales. Total value of products sold through merchandise vending machines is expected to surpass \$4.5 billion for 1967.

Sales "other than through vending machines" of the reporting firms reached an all-time high of 26.5 per cent (21.5 per cent in 1965-66), with most such sales deriving from "manual" (non-vending) food service transactions, the association said.

Vending sales of reporting companies averaged out as follows:

Cigarettes, 25.45 per cent; hot cup beverages, 16.01; candy, nuts, gum and biscuits, 9.72; sandwiches, salads, pastry, 7.94; cold cup beverages 7.61; milk, 2.88; ice cream, 2.00; miscellaneous vended products, .88; hot food, .87; and bottled and canned soft drinks, .15 per cent.

DAVIS Reconditioned & Refinished Equipment

SEEBURG

Seeburg LPC-480	\$845
Seeburg DS160	575
Seeburg AY160	475
Seeburg AQ160	375
Seeburg 201	325

WURLITZER

Wurlitzer 2900	\$595
Wurlitzer 2829	495
Wurlitzer 2600	375
Wurlitzer 2500	295
Wurlitzer 2310	225
Wurlitzer 2200	135
Wurlitzer 2150	95

ROCK-OLA

Empress 1496	\$375
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WALLBOXES

Seeburg	
3WA ... 160 or 200 Sel.	\$ 195
3WI ... 100 Sel.	145



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CLASSIFIED ADVERTISING SECTION

CLASSIFIED AD RATE 20 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$5.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with order your classified ad will be held for following issue pending receipt of your check or cash.

NOTICE—\$72 Classified Advertisers. (Outside USA add \$52 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 20c per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 Noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

WANT FOR SALE

WANT—AUDIO-VIDEO MACHINES, SHUFFLE-boards with anti cheats, scoring units. Personal music equipment. Write stating make, model, condition and best cash price. ST. THOMAS COIN SALES, 669 Talbot St., St. Thomas, Ontario, Canada. Area 519-631-9550.

WANTED TO BUY: KICKER AND CATCHER games, also other penny games, can use Playland Rifles. RELIABLE COIN MACHINE CO., 1433 W. Sherwin Ave., Chicago, Ill.

RECORDS, 45's AND LP's SURPLUS RE-turns, overstock cut-outs, etc. HARRY WARRINER KNICKERBOCKER MUSIC CO. —453 McLEAN AVE., YONKERS, N.Y. (Tel. Greenleaf. 6-7778).

WANTED—YOUR USED 45 RPM RECORDS. We pay freight and up to 13¢. REC-O-RAC 942 DEODAR, ESCONDIDO, CALIFORNIA. (TEL. 714-745-5942).

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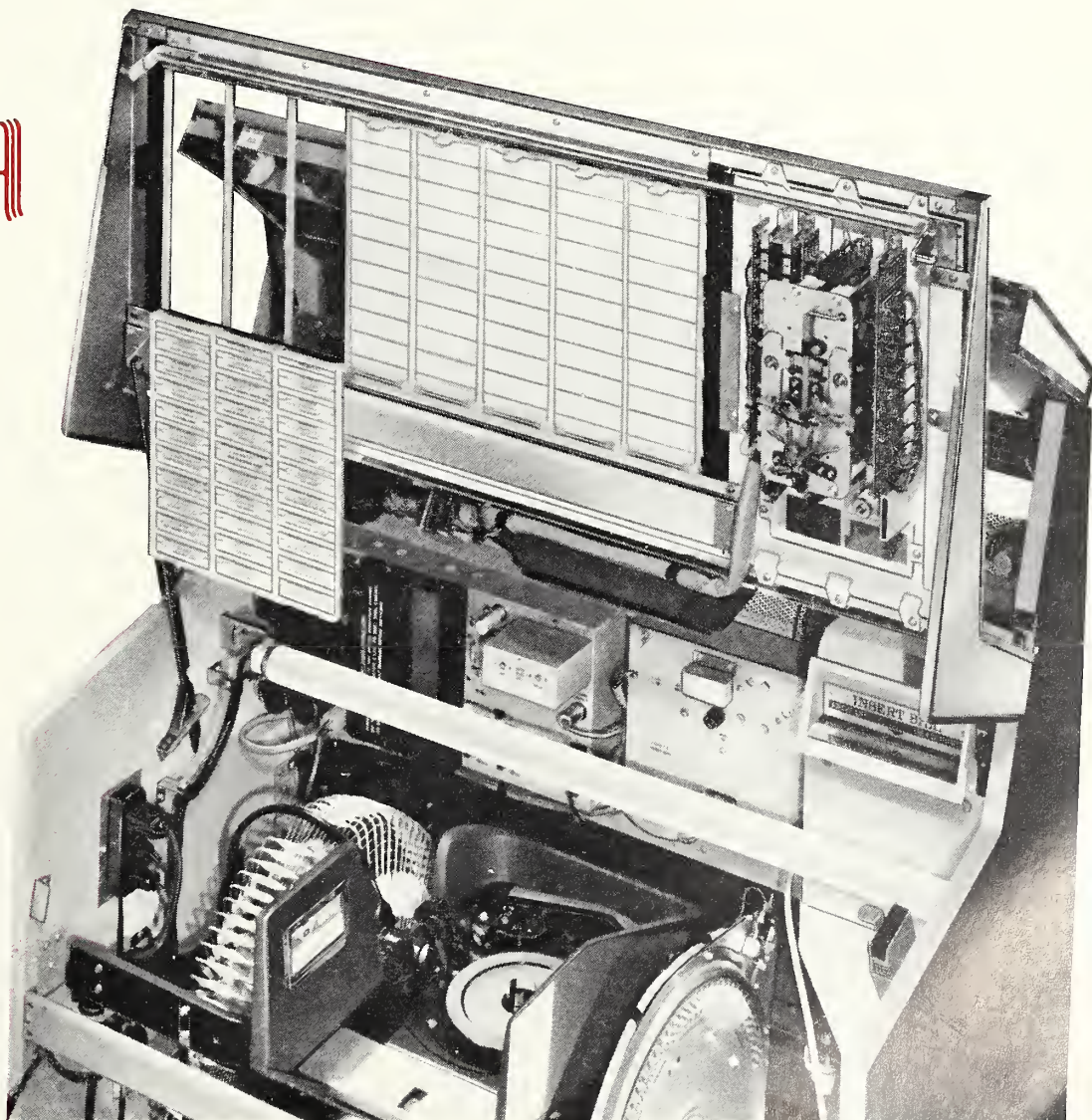
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 MNT-A-18086 THAT MAN ROBERT MTCHUM . . . SINGS

REPRISE

4RA-6267 ALICE'S RESTAURANT—Arlo Guthrie
 4RA-6268 LAURA (WHAT'S HE GOT THAT I AIN'T GOT)—Brook Benton
 4RA-6263 COLLAGE—Noel Harrison
 4RA-6272 PORTRAIT OF THE YOUNG ARTIST—Mark Turnbull
 4RA-6274 PATA PATA—Miriam Makeba
 4RA-6275 MASS IN F MINOR—The Electric Prunes
 4RA-6276 THE FIRST EDITION

SMASH

SC4-67096 WATERHOLE #3—Roger Miller

VANGUARD

VAN-A-79211 LITTLE WHEEL SPIN AND SPIN—Buffy Sainte-Marie
 VAN-A-79230 NOEL—Joan Baez
 VAN-A-79240 JOAN—Joan Baez
 VAN-A-79244 ELECTRIC MUSIC FOR THE MIND AND BODY—Country Joe and the Fish

UNI

UNI-Y-73007 THE EMANCIPATION OF HUGH MASEKELA
 UNI-Y-73010 HUGH MASEKELA'S LATEST
 UNI-Y-73014 INCENSE AND PEPPERMINTS—Strawberry Alarm Clock

WARNER BROTHERS

4WD-1712 CAMELOT—Original Motion Picture Soundtrack
 4WA-1716 ANYTHING GOES—Harpers Bizarre
 4WA-1724 ALL YOU NEED IS LOVE—The Anita Kerr Singers
 4WA-1725 ORIGINAL GOLDEN INSTRUMENTAL HITS—Various Artists

WHITE WHALE

WW-A-7115 THE TURTLES' GOLDEN HITS



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